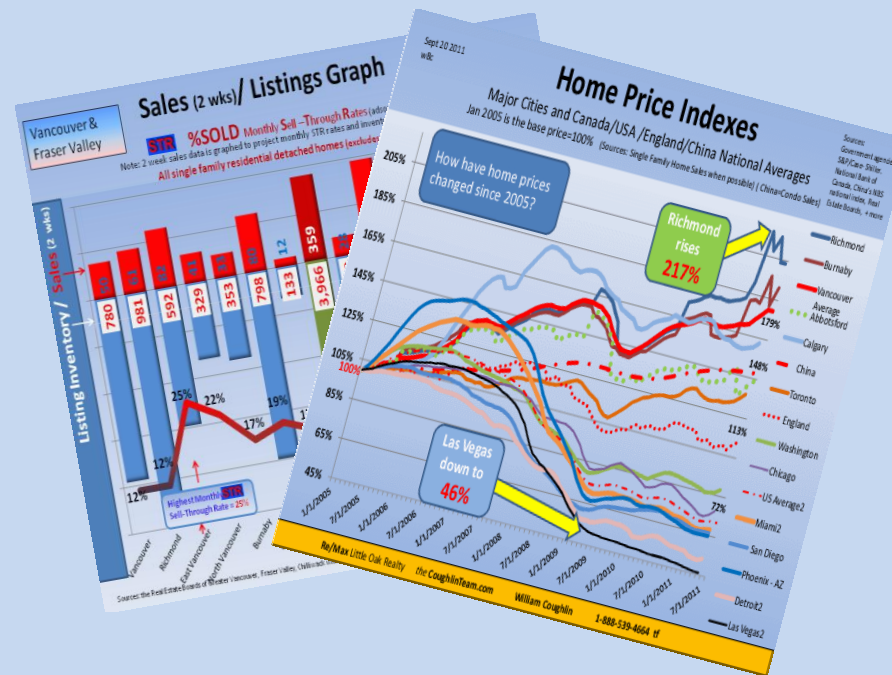


# Raji Bains' Market Reports



## Advanced Marketing Tools





# Raji Bains' Market Reports

### Detached

- [Coquitlam](#)
- [Maple Ridge](#)

### Attached

- [Coquitlam](#)
- [Maple Ridge](#)

**Warning:** These Advanced Market Reports are Dangerous to operate without lesson 😊  
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.



# Vancouver Market Reports

detached homes

# Vancouver Market Reports

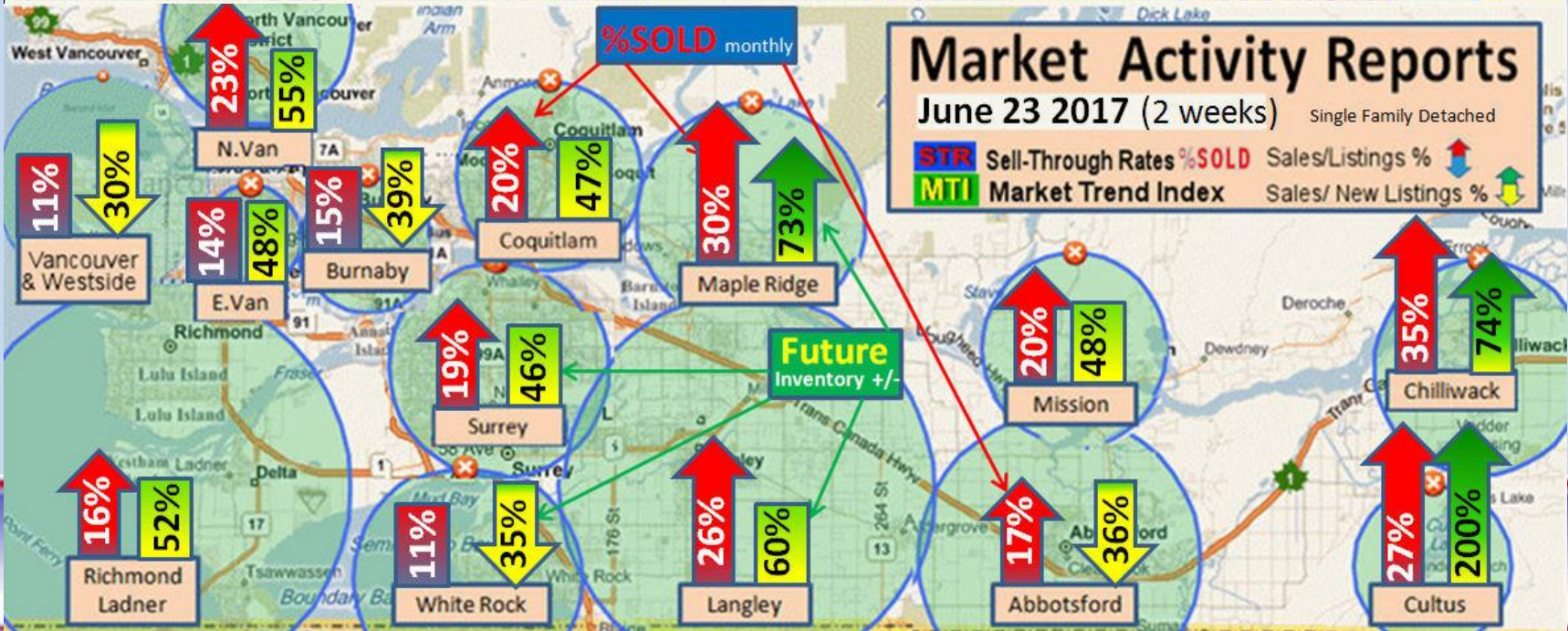
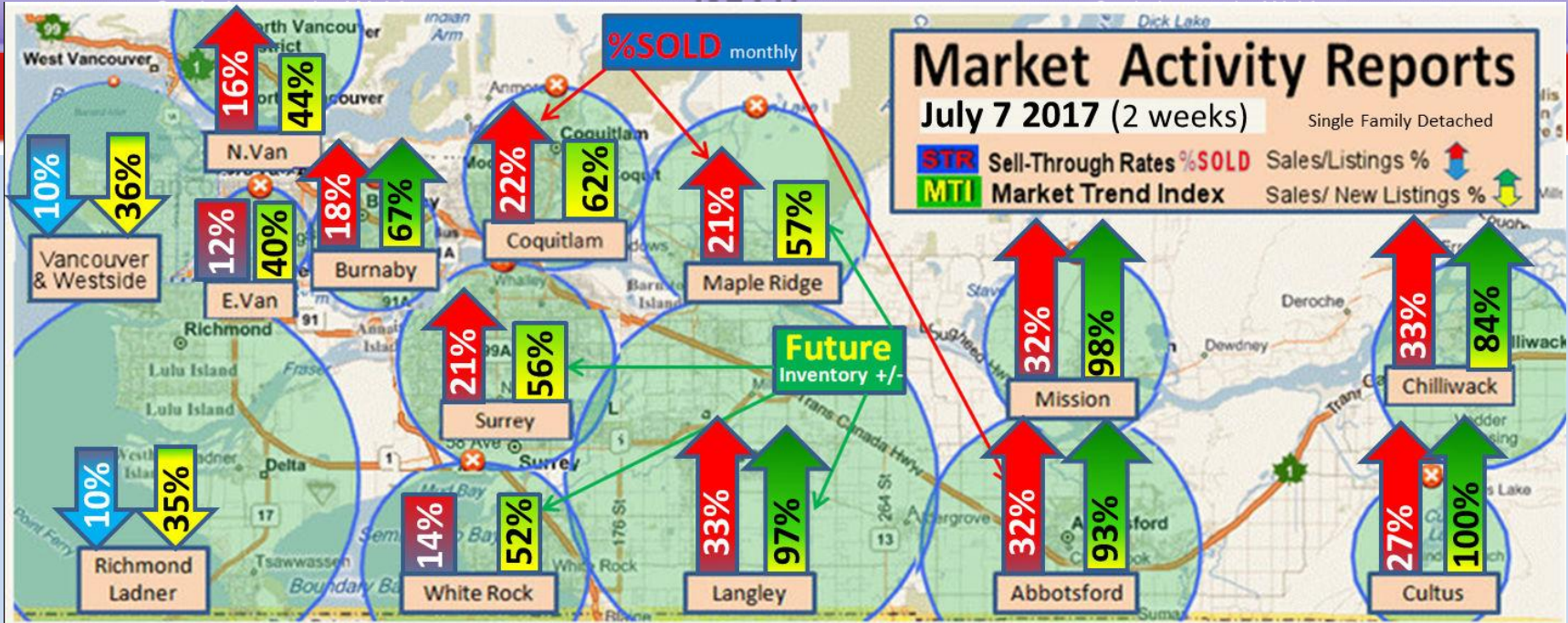
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Vancouver & Fraser Valley

## Sales (2 wks)/ Listings Graph

July 7 2017 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver & Fraser Valley

## Sales (2 wks)/ Listings Graph

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All single family residential detached homes (excludes townhomes and condos)



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Market Analysis and Forecasting

July 1/17 Coquitlam

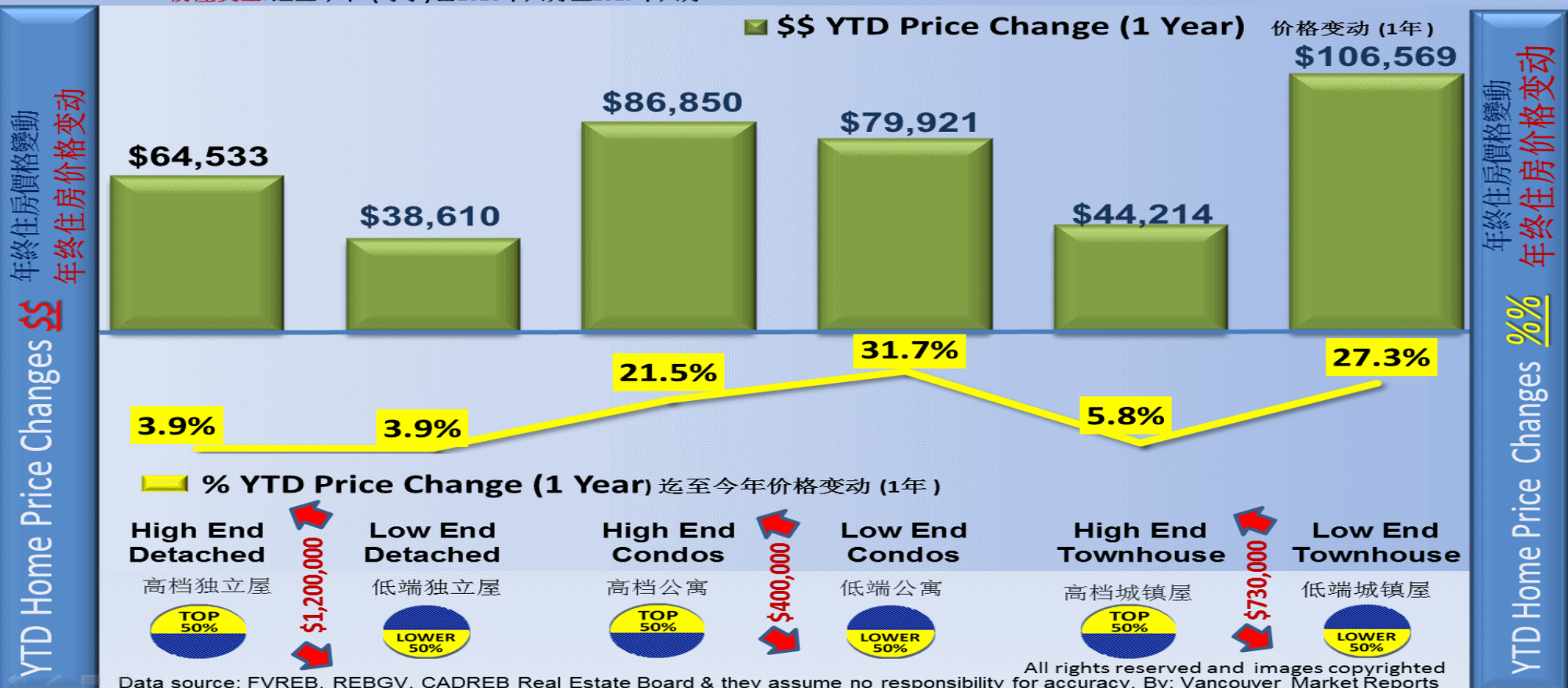
## Coquitlam Real Estate Price Changes (\$/%)

高貴林 房地產價格變動 / 高贵林房地产价格变动

Housing Types: Year-To-Date June 2016 – June 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPIp



Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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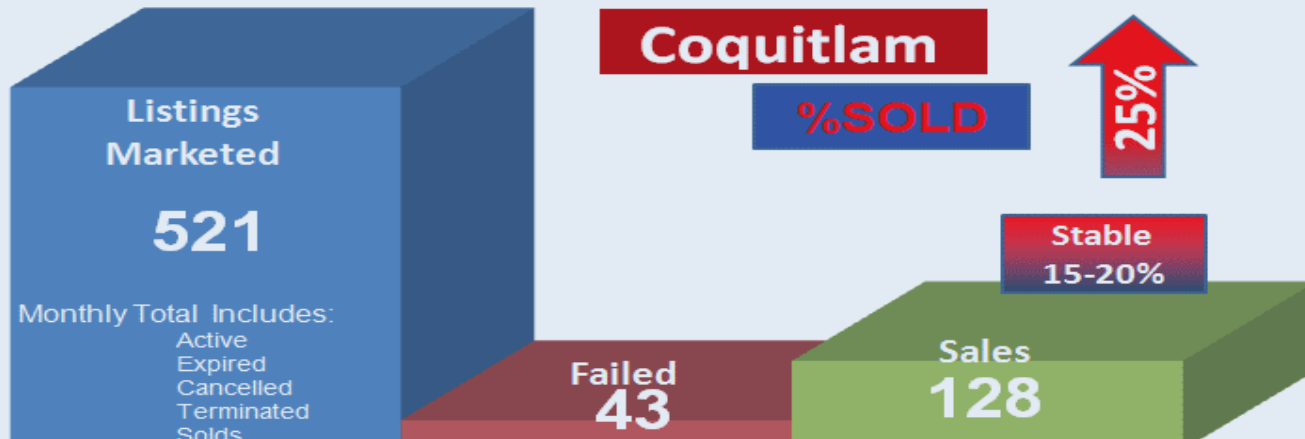
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Market Analysis and Forecasting

July 1/17 Coquitlam

## Monthly Market Activity - June 2017 - Single Family



July 1, 2017 Coquitlam Market Update (Detached)

**Current:** Coquitlam's **25% SOLD** Rate indicates a Sellers Market. (This means 25 homes out of 100 sold last month with an Average \$4,900 Discount from the Original List Price) but do check the many micro-markets %SOLD rates for each neighbourhood.  
*Most Active Price Range:* Homes between \$875,000 - \$1 mill. have a **48.7% SOLD** rate.  
*Least Active Price Range:* Homes above \$1.9 mill. have **10.8% SOLD** rate.

**History:** The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$131,999.  
 The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$57,642.



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# Vancouver Market Reports

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## Market Analysis and Forecasting

July 1/17 Coquitlam

### 1. How Many Sold During the Month and at What Price Range?

#### Coquitlam Price Range Statistics - June 2017

| Home Price Range        | Total Listings (Month) | Sales      | DOM       | Sell Price /List Price | Sell - List \$Difference | %SOLD      |   |
|-------------------------|------------------------|------------|-----------|------------------------|--------------------------|------------|---|
| 0-\$875,000             | 26                     | 11         | 10        | 99%                    | -\$1,000                 | 42.3%      | ↑ |
| \$875,001-\$1,000,000   | 39                     | 19         | 11        | 100%                   | \$0                      | 48.7%      | ↑ |
| \$1,000,001-\$1,200,000 | 59                     | 24         | 14        | 100%                   | -\$4,500                 | 40.7%      | ↑ |
| \$1,200,001-\$1,400,000 | 128                    | 31         | 9         | 101%                   | \$10,000                 | 24.2%      | ↑ |
| \$1,400,001-\$1,900,000 | 158                    | 31         | 15        | 98%                    | -\$40,000                | 19.6%      | ↑ |
| \$1,900,001 and more    | 111                    | 12         | 40        | 95%                    | -\$112,762               | 10.8%      | ↑ |
| <b>Total Activity</b>   | <b>521</b>             | <b>128</b> | <b>13</b> | <b>99%</b>             | <b>-\$4,900</b>          | <b>25%</b> | ↑ |

### 2. How Many Properties Were Available During the Month?

| Monthly Changes Summary            | Jun-16      | May-17      | Jun-17      | 7/1/2017 | Change   |   |
|------------------------------------|-------------|-------------|-------------|----------|----------|---|
| Total Listings** (A,S,T,C,X)       | 517         | 396         | 521         |          | 125      | ↑ |
| Active Listings                    | 291         | 275         | 183         | 350      | 167      | ↑ |
| Solds                              | 158         | 128         | 128         |          | 0        |   |
| DOM                                | 9           | 11          | 13          |          | 2        | ↑ |
| %SOLD (Sales/Listings /Mthly Rate) | 31%         | 32%         | 25%         |          | -8%      | ↓ |
| (Top 50%) Home Price Index HPIp    | \$1,660,101 | \$1,747,699 | \$1,792,100 |          | \$44,401 | ↑ |
| (Lower 50%) Home Price Index HPIp  | \$986,847   | \$1,023,476 | \$1,044,489 |          | \$21,013 | ↑ |

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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting

July 1/17 Coquitlam

## What Sold in your Neighbourhood and for What Price?

| Coquitlam Neighbourhood Statistics - June 2017 |                |            |           |                        | Detached                 |            |
|--|----------------|------------|-----------|------------------------|--------------------------|------------|
| Neighbourhoods                                 | Total Listings | Sales      | DOM       | Sell Price /List Price | Sell - List \$Difference | %SOLD      |
| Burke Mountain                                 | 50             | 15         | 11        | 100%                   | \$0                      | 30.0%      |
| Central Coquitlam-Chineside                    | 142            | 29         | 13        | 103%                   | \$33,500                 | 20.4%      |
| Coquitlam East                                 | 29             | 9          | 13        | 100%                   | \$0                      | 31.0%      |
| Cape Horn                                      | 16             | 6          | 10        | 101%                   | \$4,056                  | 37.5%      |
| Coquitlam West                                 | 62             | 16         | 14        | 96%                    | -\$49,000                | 25.8%      |
| Eagle Ridge-Canyon Springs                     | 15             | 1          | 7         | 107%                   | \$81,501                 | 6.7%       |
| Harbour Chines                                 | 19             | 6          | 8         | 100%                   | -\$3,000                 | 31.6%      |
| Hockaday                                       | 6              | 3          | 15        | 97%                    | -\$38,000                | 50.0%      |
| Harbour Place                                  | 13             | 3          | 10        | 104%                   | \$47,000                 | 23.1%      |
| Meadow Brook                                   | 8              | 1          | 18        | 108%                   | \$50,100                 | 12.5%      |
| Maillardville                                  | 35             | 7          | 16        | 98%                    | -\$4,900                 | 20.0%      |
| New Horizons                                   | 19             | 8          | 11        | 100%                   | \$2,000                  | 42.1%      |
| Park Ridge Estates                             | 2              | 0          |           |                        |                          | 0.0%       |
| Ranch Park                                     | 23             | 8          | 11        | 100%                   | \$3,500                  | 34.8%      |
| River Springs                                  | 6              | 3          | 7         | 99%                    | -\$11,000                | 50.0%      |
| Scott Creek                                    | 7              | 1          | 11        | 100%                   | \$0                      | 14.3%      |
| Eagle Ridge - Summit                           | 5              | 3          | 15        | 104%                   | \$42,800                 | 60.0%      |
| Westwood Plateau-Summit                        | 64             | 9          | 19        | 98%                    | -\$31,200                | 14.1%      |
| <b>Total Activity</b>                          | <b>521</b>     | <b>128</b> | <b>13</b> | <b>99%</b>             | <b>-\$4,900</b>          | <b>25%</b> |

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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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Market Analysis and Forecasting

July 1/17 Coquitlam

## Next Months Market Forecast

**Forecast:** Coquitlam has a normal Listing supply; 350 homes are for sale. With the **25 %SOLD** Monthly Rate (**STR**) gives us ~4 months of inventory. 12% of the Active Listings have reduced their price by \$64,908 on Average or \$67,500 Median. We project Coquitlam Detached to be a Sellers Market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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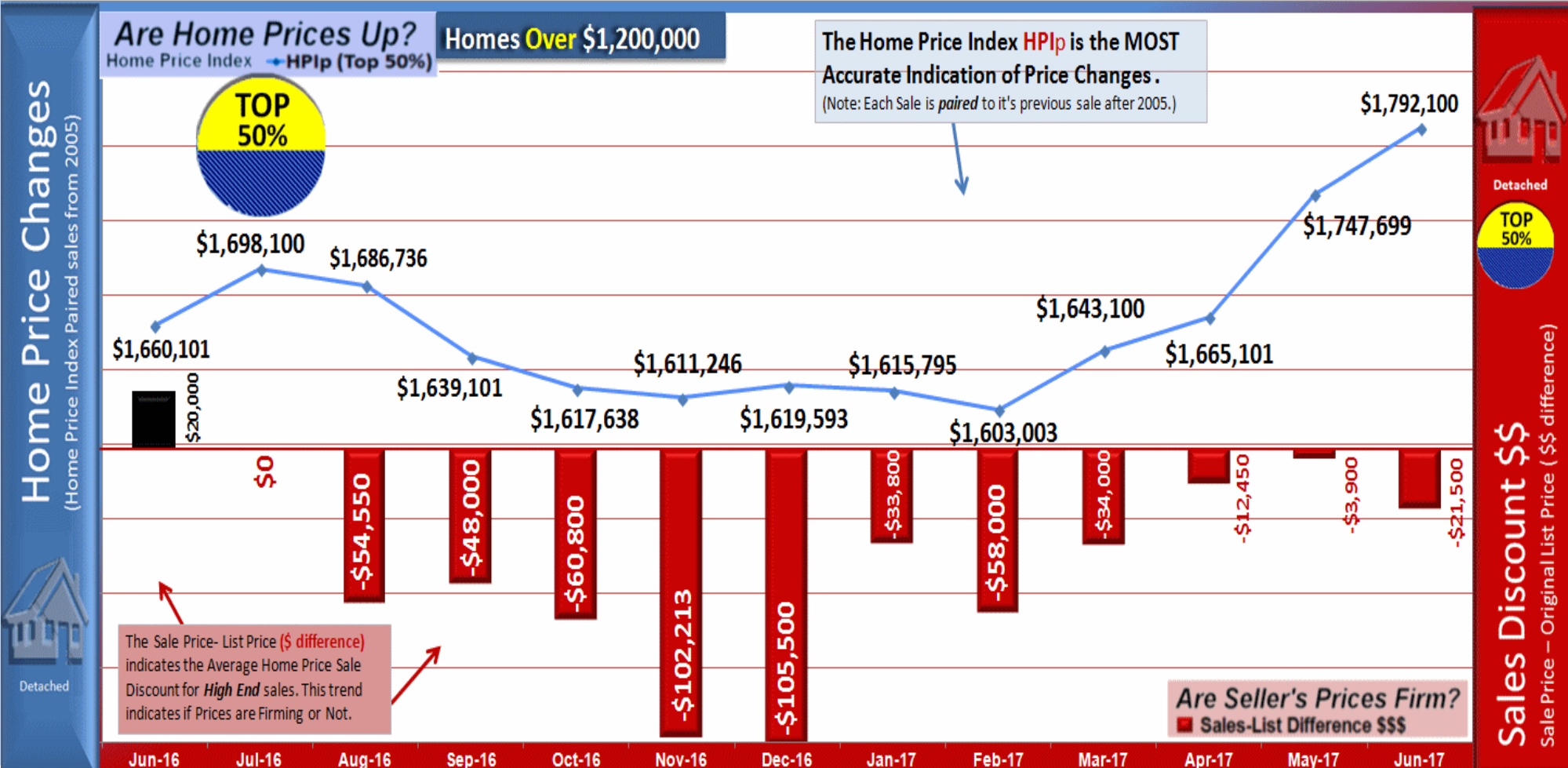
## Market Analysis and Forecasting

July 1/17 Coquitlam

Detached

Coquitlam

Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



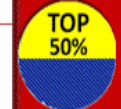
Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached



Detached



Sales Discount \$\$

Sale Price - Original List Price ( \$ difference)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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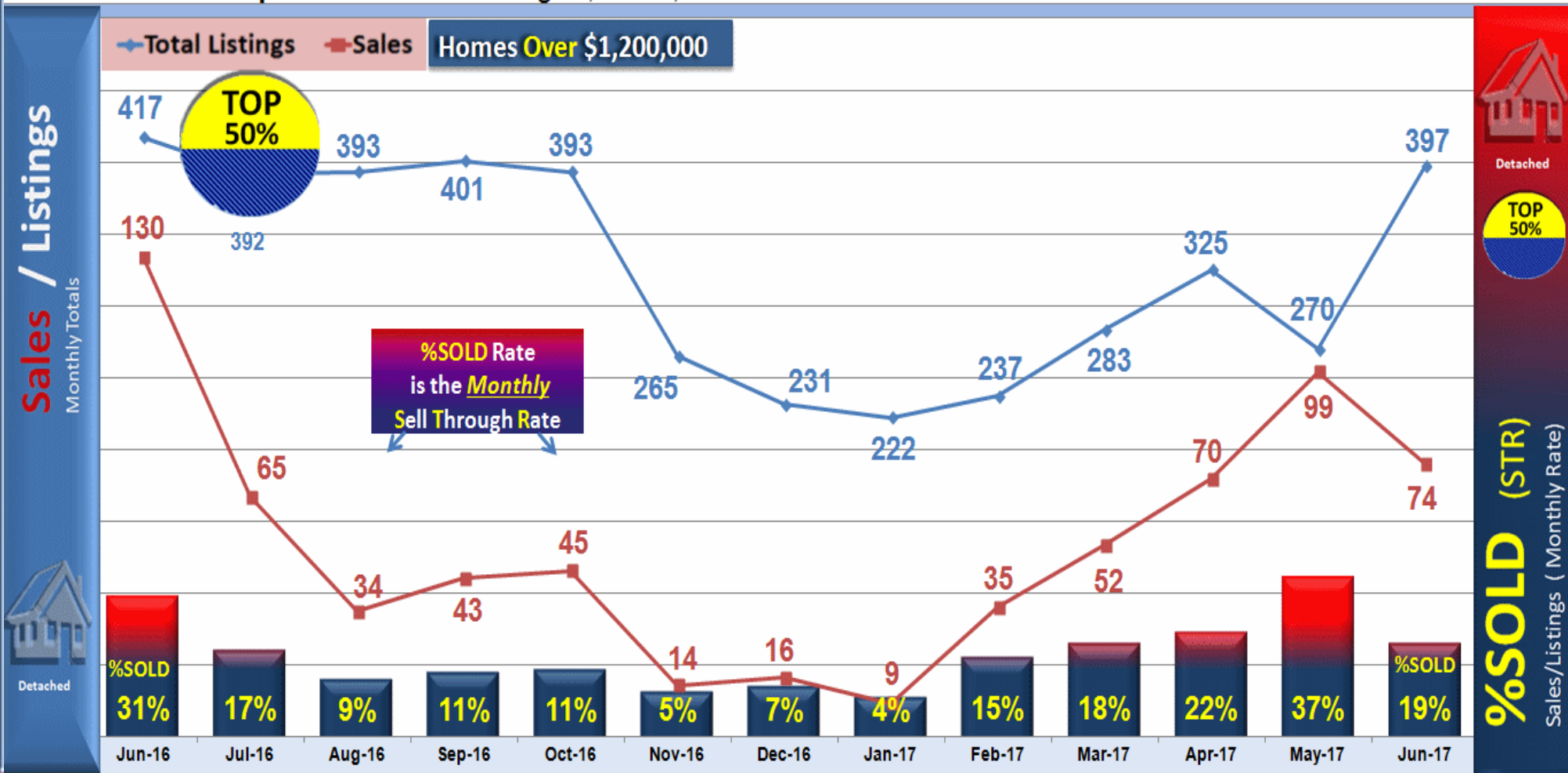
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Detached Coquitlam Total Listings\*\*, Sales, and %SOLD rates



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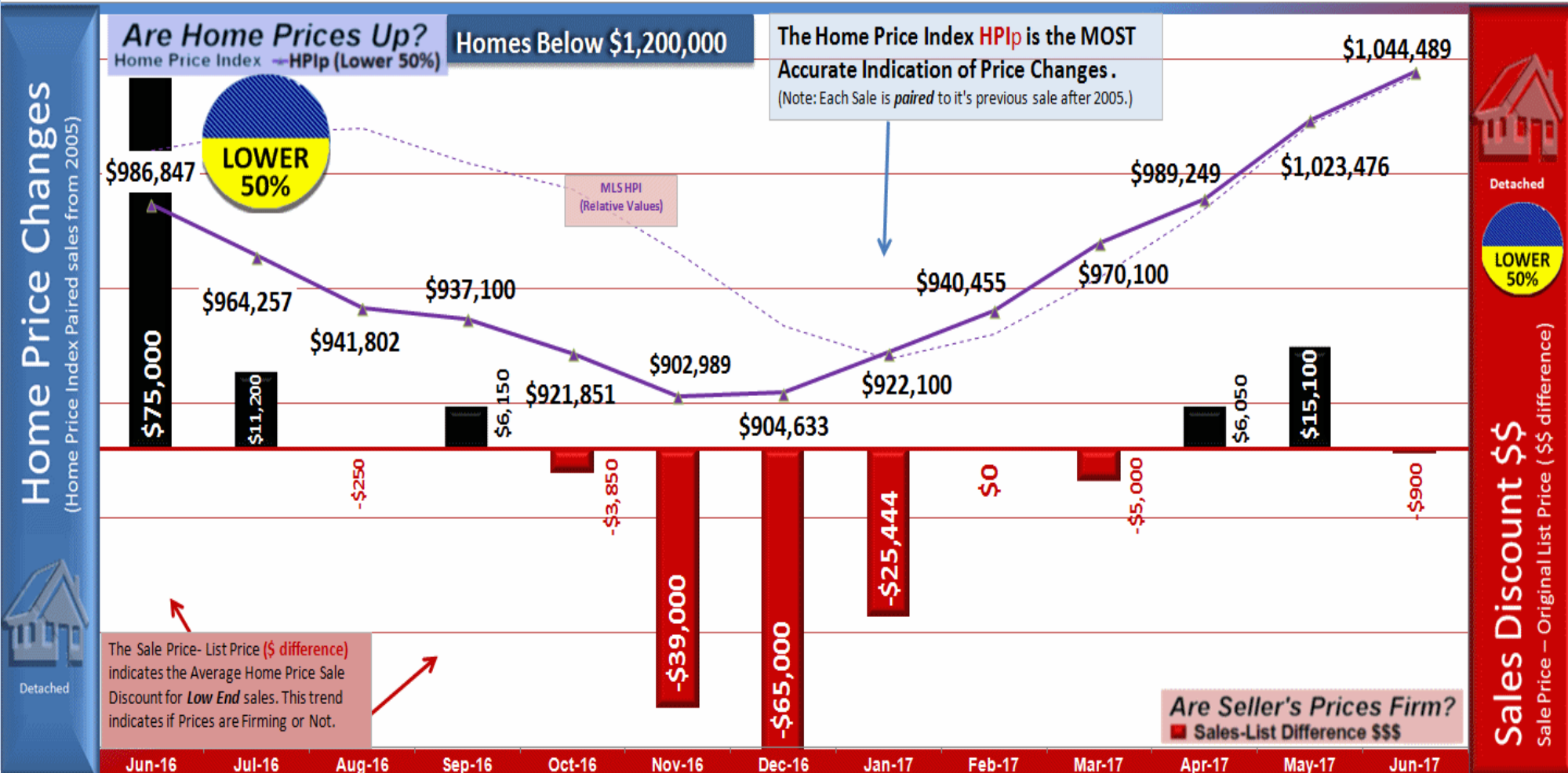
## Market Analysis and Forecasting

July 1/17 Coquitlam

Detached

Coquitlam

Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached



Detached

LOWER 50%

LOWER 50%

Sales Discount \$\$\$  
Sale Price - Original List Price (\$ difference)

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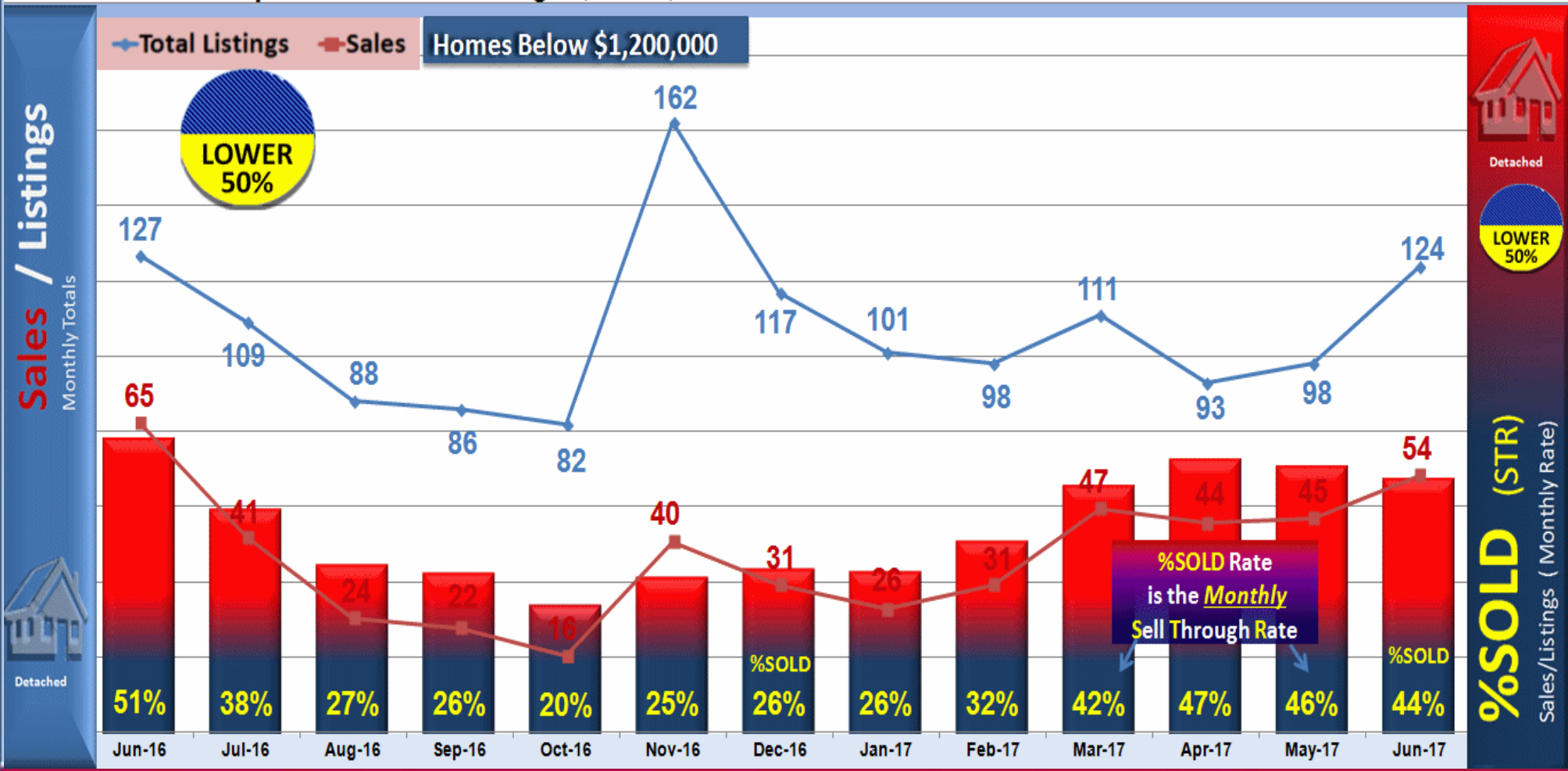
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Detached Coquitlam Total Listings\*\*, Sales, and %SOLD rates



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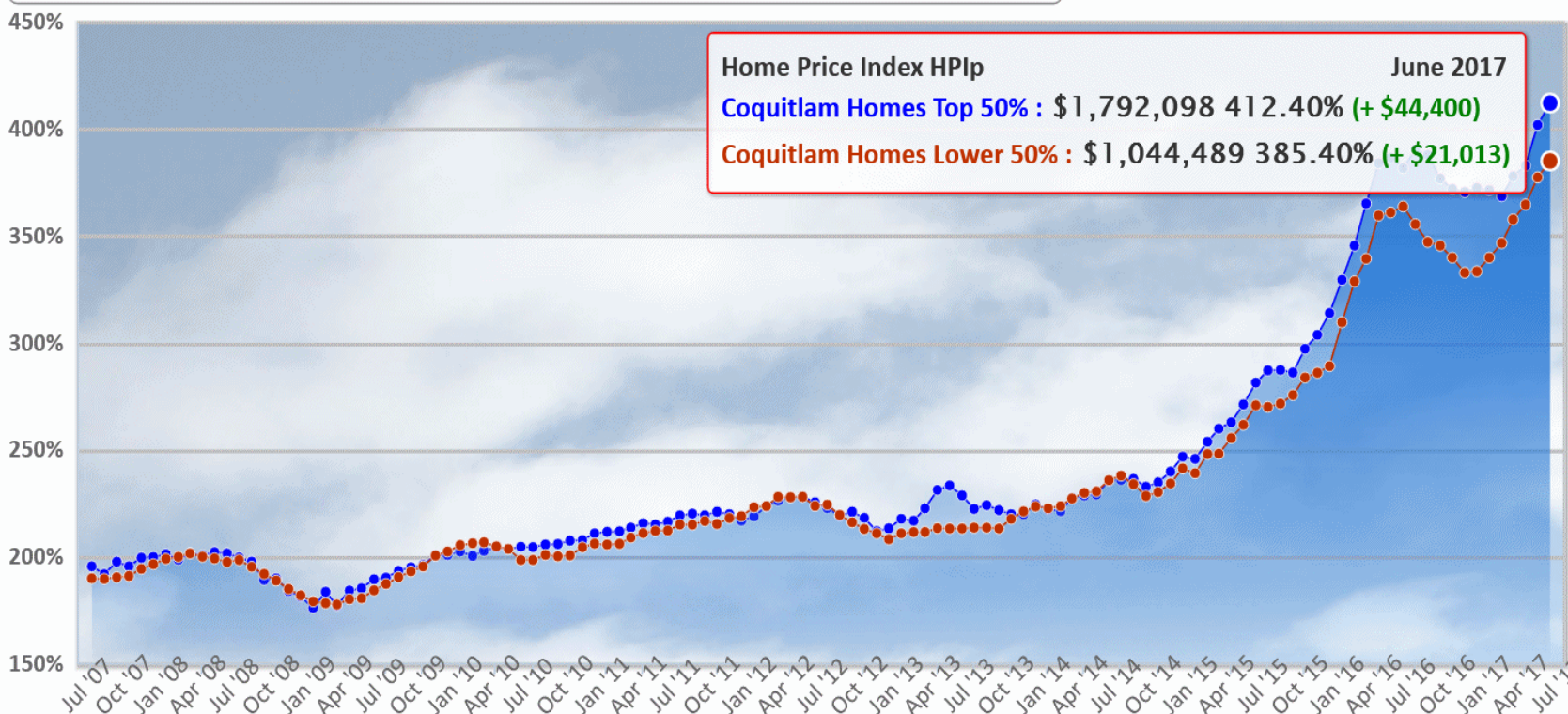
### Market Analysis and Forecasting

July 1/17 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Coquitlam Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



**Home Price Index HPIp** June 2017  
**Coquitlam Homes Top 50% :** \$1,792,098 412.40% (+ \$44,400)  
**Coquitlam Homes Lower 50% :** \$1,044,489 385.40% (+ \$21,013)

Monthly Home values

| Date     | Value    |
|----------|----------|
| Jun 2017 | % 412.40 |
| May 2017 | % 402.20 |
| Apr 2017 | % 383.20 |
| Mar 2017 | % 378.10 |
| Feb 2017 | % 368.90 |
| Jan 2017 | % 371.80 |
| Dec 2016 | % 372.70 |
| Nov 2016 | % 370.80 |
| Oct 2016 | % 372.30 |
| Sep 2016 | % 377.20 |
| Aug 2016 | % 388.20 |
| Jul 2016 | % 390.80 |

<< < 1 2 3 > >>

Drag over area to ZOOM in



\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## Maple Ridge-Pitt Meadows Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date June 2016 – June 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

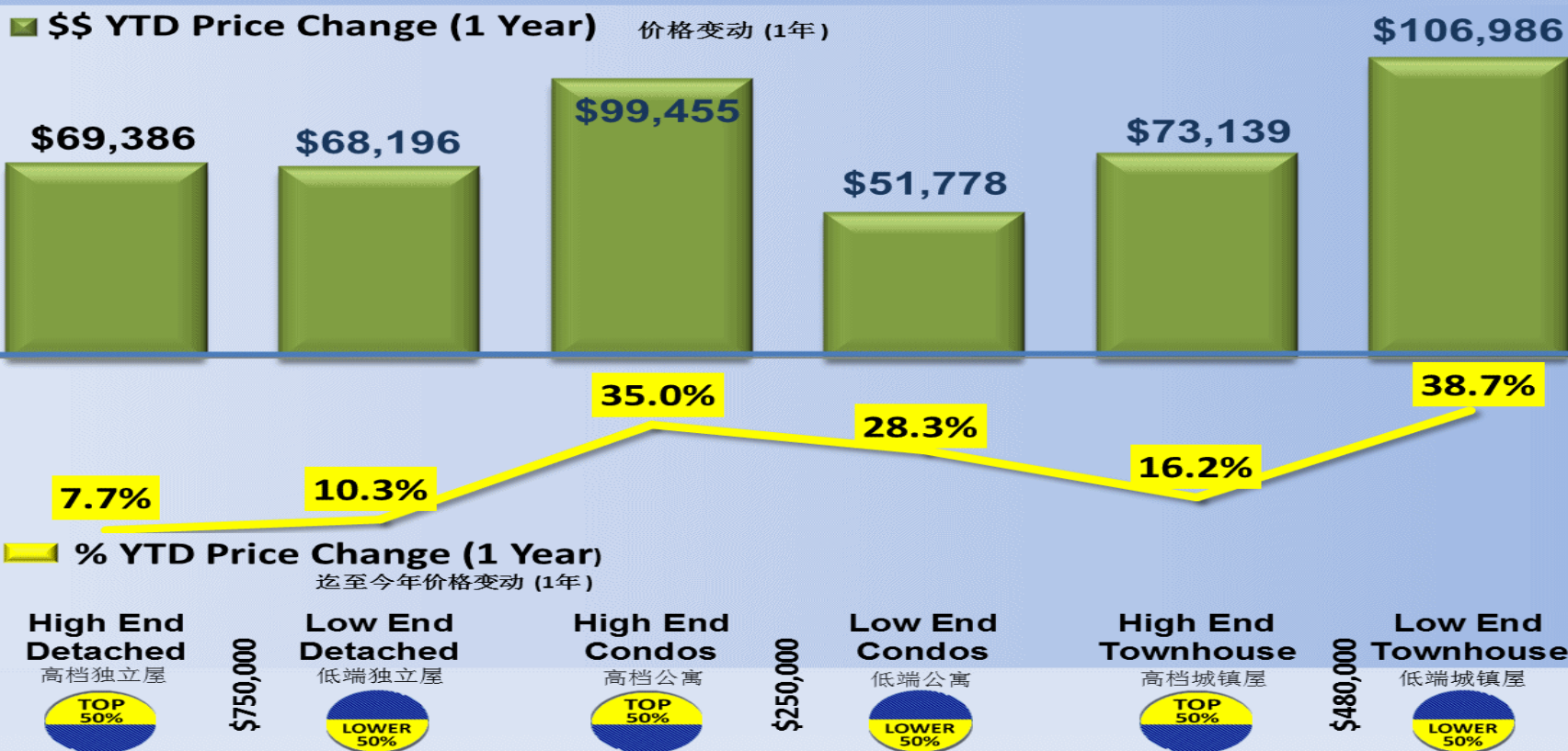
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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports



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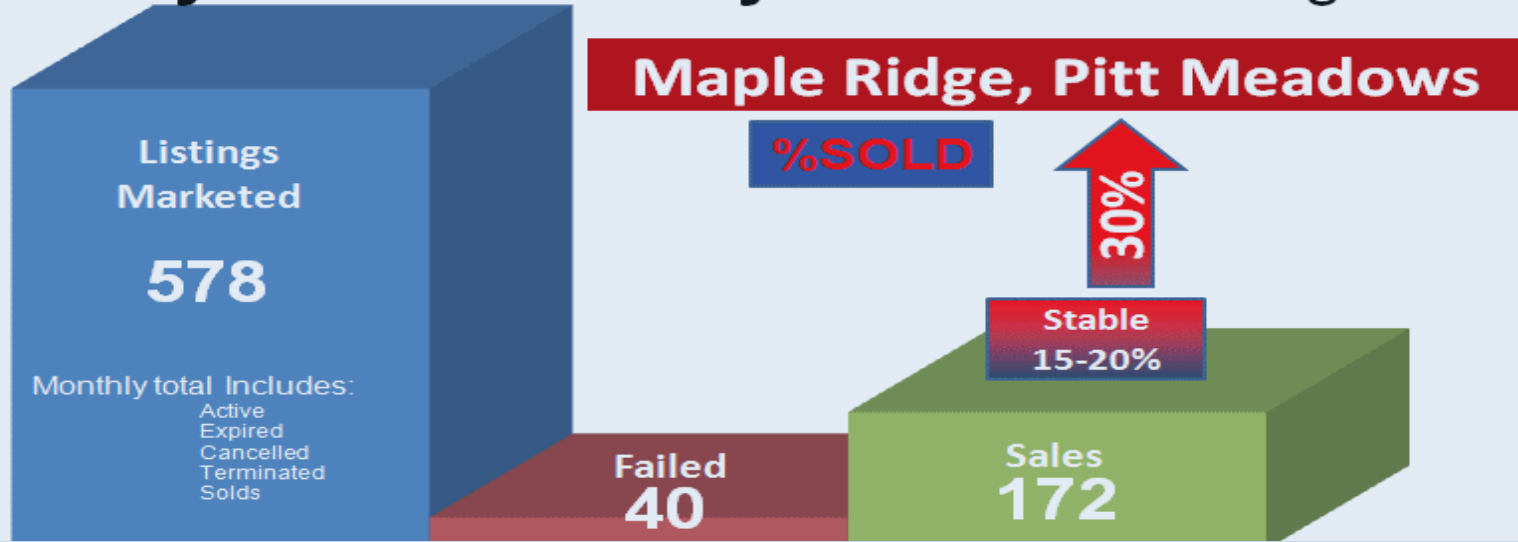
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## Monthly Market Activity - June 2017 - Single Family



### July 1 2017 Maple Ridge & Pitt Meadows Market Update (Detached)

**Current:** Maple Ridge & Pitt Meadows are in a Sellers Market with Average Listing inventories, a **30% SOLD** Rate and Sell Price/List Price = 100% (Meaning there is an Average of a \$0 Discount on a Sale from the List price)

*Most Active Price Range:* Homes between \$700,000 - \$800,000 have **45.8% SOLD** Rate.

*Least Active Price Range:* Homes above \$1 mill. have **14.0% SOLD** Rate.

**History:** The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$59,178. The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$62,887.



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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## 1. How Many Sold During the Month and at What Price Range?

| Maple Ridge and Pitt Meadows List Price Ranges Statistics - June 2017 |                        |            |          |                        |                          |            | Detached |
|---|------------------------|------------|----------|------------------------|--------------------------|------------|----------|
| Home Price Range  | Total Listings (Month) | Sales      | DOM      | Sale Price /List Price | Sell - List \$Difference | %SOLD      |          |
| 0-\$525,000   | 11                     | 4          | 14       | 100%                   | \$300                    | 36.4%      | ↑        |
| \$525,001-\$625,000   | 24                     | 10         | 8        | 100%                   | -\$2,000                 | 41.7%      | ↑        |
| \$625,001-\$700,000   | 68                     | 30         | 9        | 102%                   | \$12,600                 | 44.1%      | ↑        |
| \$700,001-\$800,000   | 83                     | 38         | 7        | 100%                   | \$100                    | 45.8%      | ↑        |
| \$800,001-\$1,000,000   | 156                    | 57         | 10       | 100%                   | \$0                      | 36.5%      | ↑        |
| \$1,000,001 and more  | 236                    | 33         | 14       | 96%                    | -\$58,000                | 14.0%      | ↑        |
| <b>Total Activity</b>   | <b>578</b>             | <b>172</b> | <b>9</b> | <b>100%</b>            | <b>\$0</b>               | <b>30%</b> | ↑        |

## 2. How Many Properties Were Available During the Month?

| Monthly Changes Summary            | Jun-16    | May-17    | Jun-17    | 17/1/2017 | Change   |   |
|------------------------------------|-----------|-----------|-----------|-----------|----------|---|
| Total Listings** (A,S,T,C,X)       | 550       | 416       | 578       |           | 162      | ↑ |
| Active Listings (1st of the month) | 317       | 293       | 203       | 366       | 163      | ↑ |
| Solds                              | 235       | 185       | 172       |           | -13      | ↓ |
| Days on Market (DOM)               | 8         | 8         | 9         |           | 1        | ↑ |
| %SOLD (Sales/Listings/Mthly Rate)  | 43%       | 44%       | 30%       |           | -15%     | ↓ |
| (Upper 50%) Home Price Index HPIp  | \$938,922 | \$973,101 | \$998,100 |           | \$24,999 | ↑ |
| (Lower 50%) Home Price Index HPIp  | \$674,832 | \$729,339 | \$737,719 |           | \$8,381  | ↑ |

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# Vancouver Market Reports

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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## What Sold in your Neighbourhood and for What Price?

### Maple Ridge, Haney and Pitt Mdws Sub areas Stats - June 2017

Detached

| Neighbourhoods              | Total Listings<br>(Month) | Sales      | DOM      | Sale Price<br>/List Price | Sell - List<br>\$Difference | %SOLD      |
|-----------------------------|---------------------------|------------|----------|---------------------------|-----------------------------|------------|
| Albion                      | 58                        | 22         | 8        | 101%                      | \$12,600                    | 37.9%      |
| Cottonwood MR               | 56                        | 21         | 11       | 100%                      | \$0                         | 37.5%      |
| East Central                | 61                        | 24         | 10       | 100%                      | -\$1,400                    | 39.3%      |
| Northeast-North Maple Ridge | 12                        | 2          | 38       | 92%                       | -\$96,500                   | 16.7%      |
| Northwest Maple Ridge       | 36                        | 11         | 10       | 100%                      | \$0                         | 30.6%      |
| Silver Valley               | 59                        | 17         | 12       | 99%                       | -\$14,999                   | 28.8%      |
| Southwest Mple Rdg          | 43                        | 12         | 9        | 100%                      | \$0                         | 27.9%      |
| Thornhill                   | 47                        | 6          | 5        | 101%                      | \$4,350                     | 12.8%      |
| Websters Corners            | 50                        | 12         | 12       | 97%                       | -\$39,950                   | 24.0%      |
| West Central                | 66                        | 14         | 8        | 100%                      | \$0                         | 21.2%      |
| Whonnock                    | 17                        | 1          | 195      | 86%                       | -\$84,000                   | 5.9%       |
| Central & Mid Meadows       | 28                        | 14         | 10       | 103%                      | \$21,450                    | 50.0%      |
| North & West Meadows        | 26                        | 4          | 39       | 91%                       | -\$96,950                   | 15.4%      |
| South Meadows               | 19                        | 12         | 7        | 100%                      | \$50                        | 63.2%      |
| <b>Total Activity</b>       | <b>578</b>                | <b>172</b> | <b>9</b> | <b>100%</b>               | <b>\$0</b>                  | <b>30%</b> |

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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# Vancouver Market Reports

Statistics, on the Web!

detached homes



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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## Next Months Market Forecast

### Forecast:

Maple Ridge & Pitt Meadows has normal Listing supply; 366 homes are for sale and with the **30 %SOLD** Monthly Rate gives us a ~3 months of inventory. Another Indicator: 13% of the Active listings have Reduced their Price by \$82,282 on Average or \$50,000 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Sellers Market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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# Vancouver Market Reports

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## Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

### Detached

Maple Ridge and Pitt Meadows Home Price Index **HPIp** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

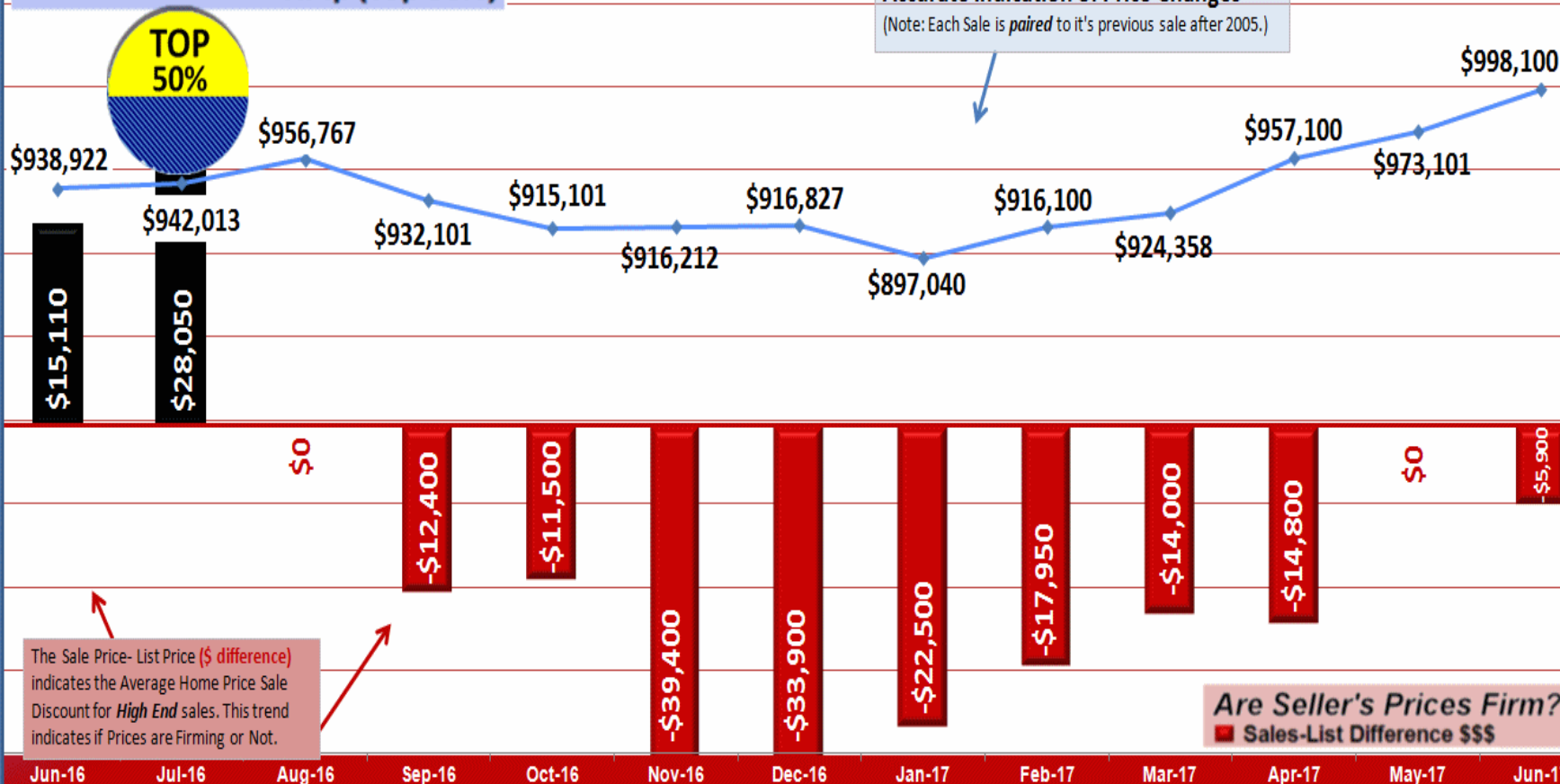


Detached

Are Home Prices Up?  
Home Price Index → HPIp (Top 50%)

Homes Over \$750,000

The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes  
(Note: Each Sale is paired to it's previous sale after 2005.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **High End** sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



Sales Discount \$\$  
Sale Price - Original List Price ( \$ \$ difference)

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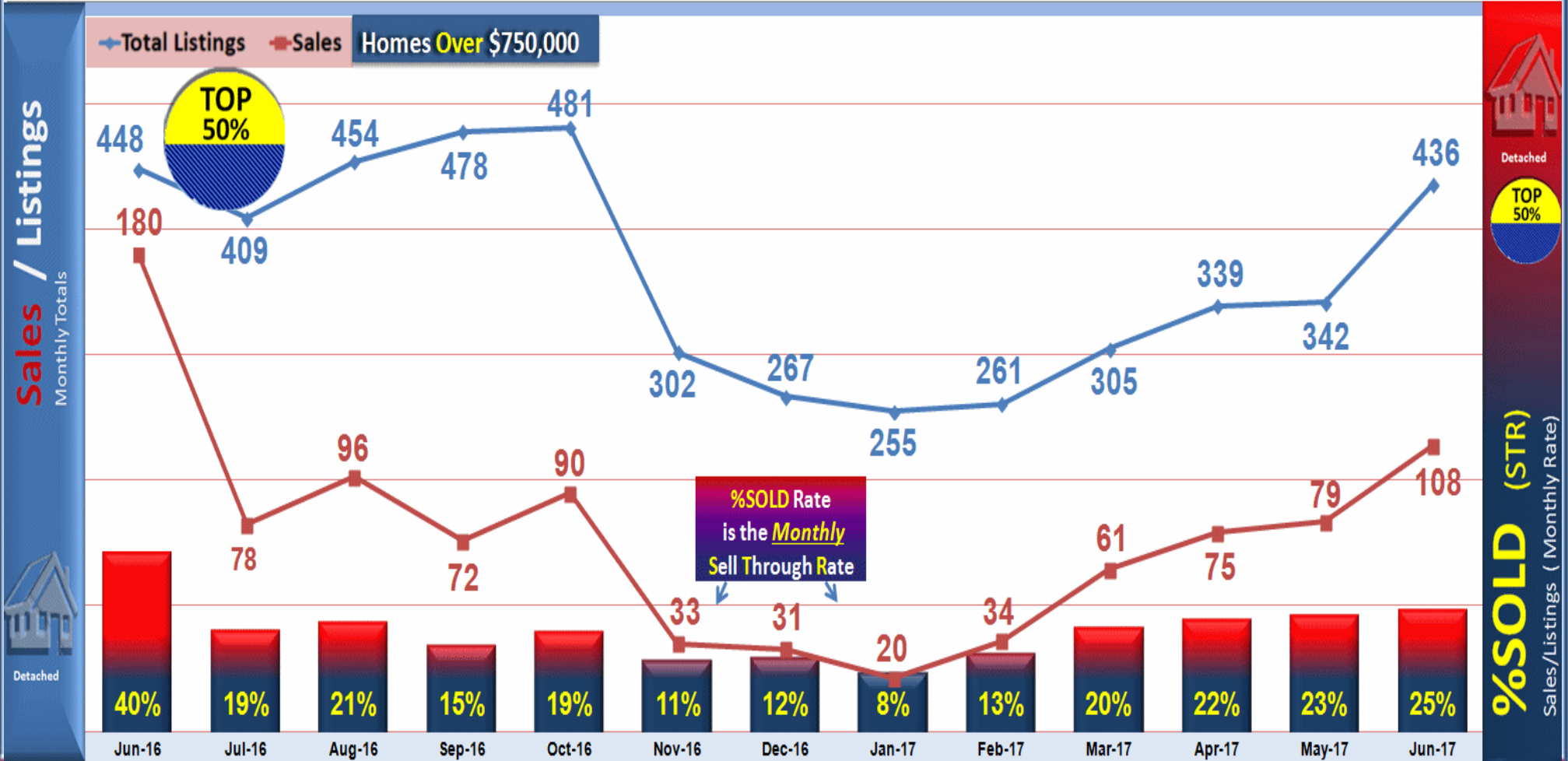
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Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

## Detached Maple Ridge & Pitt Meadows Total Listings\*\*, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals  
Detached

Detached  
TOP 50%  
%SOLD (STR)  
Sales/Listings (Monthly Rate)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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# Vancouver Market Reports

Statistics, on the Web!

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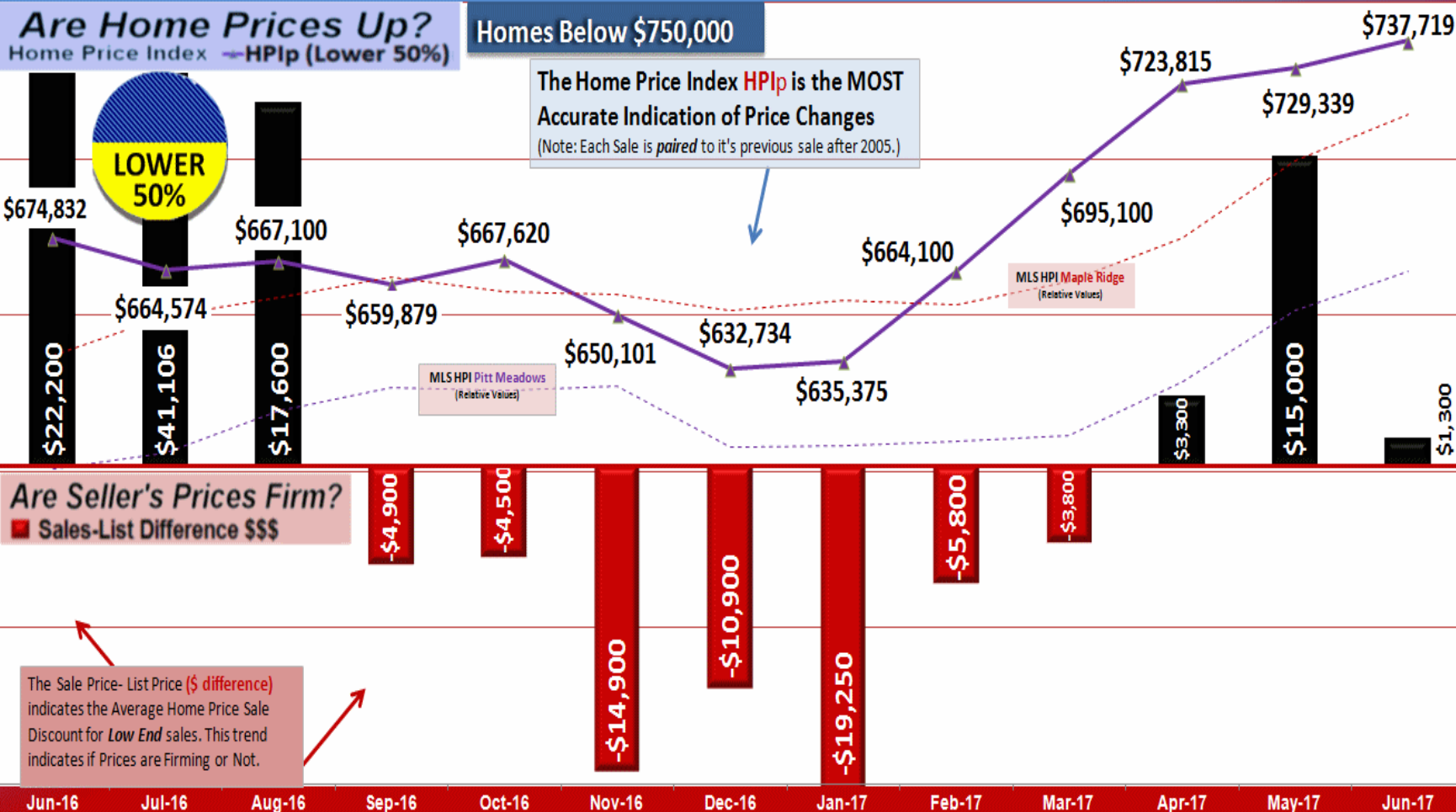
## Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

### Detached

Maple Ridge and Pitt Meadows Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average Home Sold for \$ less than their Original List price for Low End Home sales)

### Home Price Changes

(Home Price Index Paired sales from 2005)



Detached

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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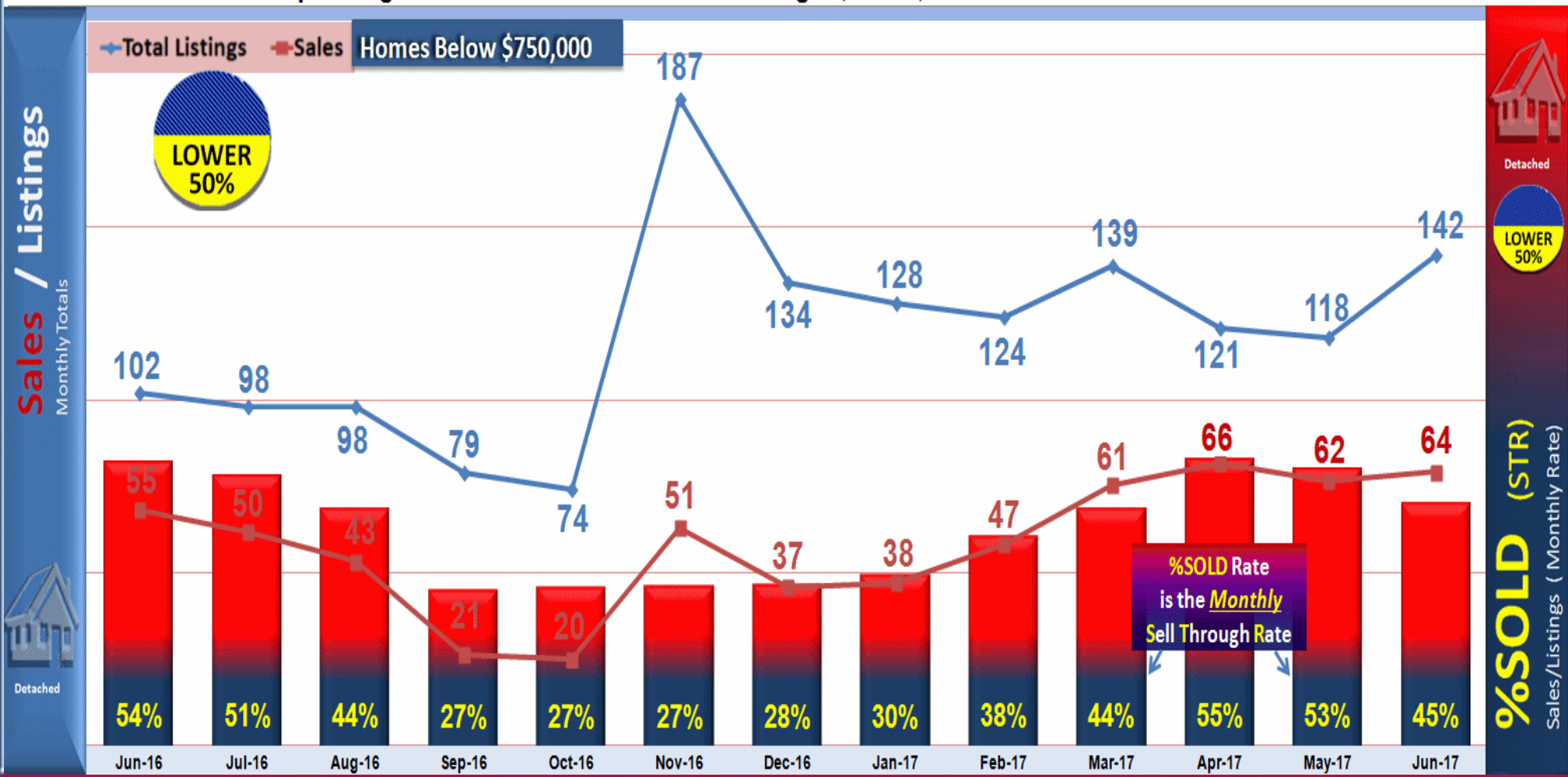
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## Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

### Detached Maple Ridge & Pitt Meadows Total Listings\*\*, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals



Detached



Detached



%SOLD (STR)  
Sales/Listings ( Monthly Rate)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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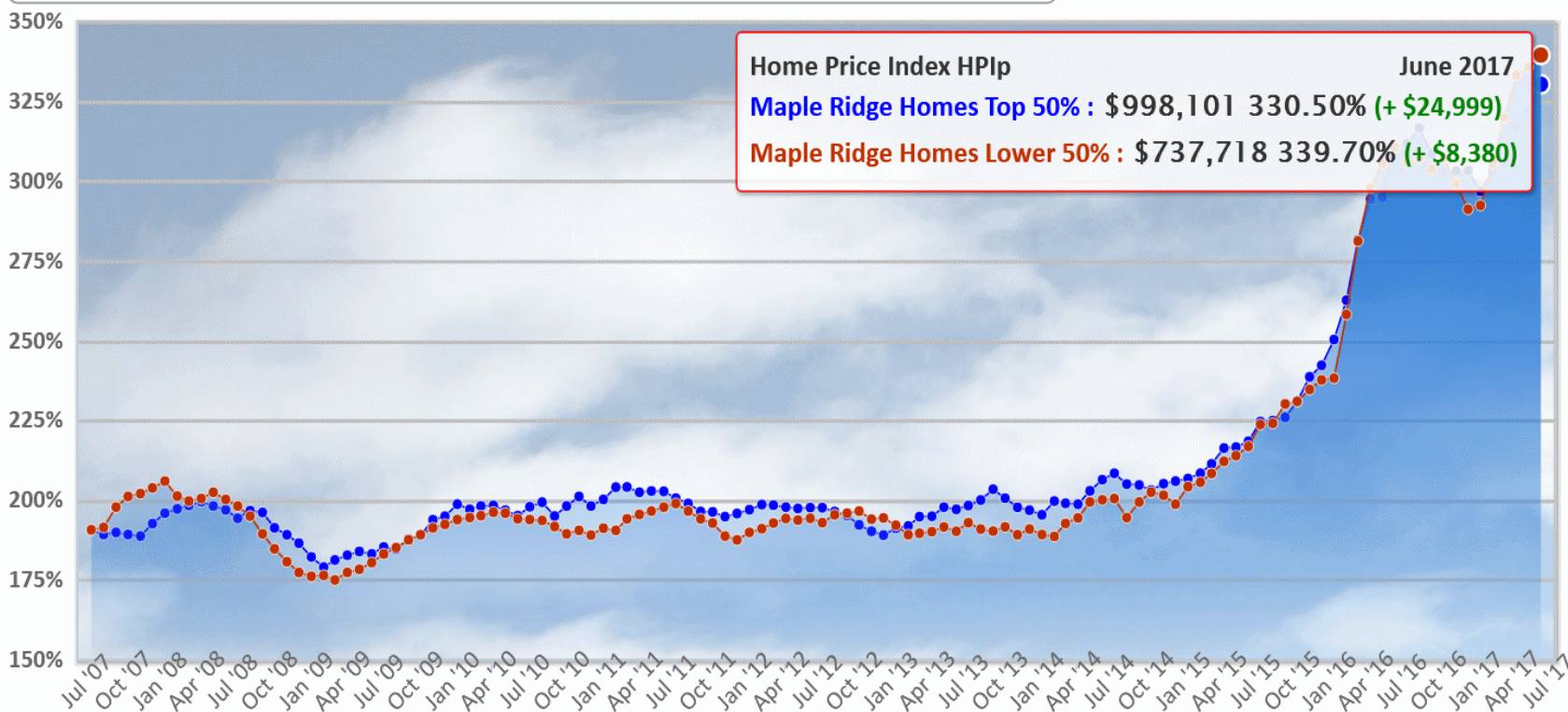


## Market Analysis and Forecasting July 1/17 Maple Ridge-Pitt Meadows

Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Maple Ridge Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

| Date     | Value    |
|----------|----------|
| Jun 2017 | % 330.50 |
| May 2017 | % 322.20 |
| Apr 2017 | % 316.90 |
| Mar 2017 | % 306.00 |
| Feb 2017 | % 303.30 |
| Jan 2017 | % 297.00 |
| Dec 2016 | % 303.50 |
| Nov 2016 | % 303.30 |
| Oct 2016 | % 303.00 |
| Sep 2016 | % 308.60 |
| Aug 2016 | % 316.80 |
| Jul 2016 | % 311.90 |

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# Vancouver Market Reports

attached homes

Statistics, on the Web!



## Market Analysis and Forecasting

July 1/17 Coquitlam

| Coquitlam Sub areas Statistics - June 2017 |                        |            |          |                        |                          |            |
|--|------------------------|------------|----------|------------------------|--------------------------|------------|
| Neighbourhoods                             | Total Listings (Month) | Sales      | DOM      | Sale Price /List Price | Sell - List \$Difference | %SOLD      |
| Burke Mountain                             | 31                     | 13         | 7        | 103%                   | \$30,000                 | 41.9%      |
| Central Coquitlam                          | 14                     | 9          | 8        | 107%                   | \$22,100                 | 64.3%      |
| Coquitlam East                             | 6                      | 1          | 12       | 92%                    | -\$49,000                | 16.7%      |
| Cape Horn                                  | 1                      | 0          |          |                        |                          | 0.0%       |
| Chineside                                  | 0                      | 0          |          |                        |                          | 0.0%       |
| Coquitlam West                             | 99                     | 52         | 9        | 100%                   | \$50                     | 52.5%      |
| Canyon Springs                             | 12                     | 7          | 7        | 105%                   | \$26,000                 | 58.3%      |
| Eagle Ridge CQ                             | 8                      | 3          | 8        | 108%                   | \$53,000                 | 37.5%      |
| Meadow Brook                               | 2                      | 0          |          |                        |                          | 0.0%       |
| Maillardville                              | 30                     | 14         | 7        | 101%                   | \$5,600                  | 46.7%      |
| North Coquitlam                            | 128                    | 58         | 10       | 101%                   | \$7,650                  | 45.3%      |
| New Horizons                               | 24                     | 10         | 8        | 100%                   | -\$1,444                 | 41.7%      |
| Ranch Park                                 | 2                      | 1          | 21       | 98%                    | -\$9,000                 | 50.0%      |
| Scott Creek                                | 1                      | 1          | 17       | 100%                   | \$0                      | 100.0%     |
| Upper Eagle Ridge                          | 5                      | 1          | 7        | 104%                   | \$23,200                 | 20.0%      |
| Westwood Plateau                           | 45                     | 17         | 7        | 102%                   | \$13,000                 | 37.8%      |
| <b>Total Activity</b>                      | <b>408</b>             | <b>187</b> | <b>8</b> | <b>102%</b>            | <b>\$10,100</b>          | <b>46%</b> |

| Coquitlam List Price Ranges Statistics - June 2017 |                        |            |          |                        |                          |            |
|--|------------------------|------------|----------|------------------------|--------------------------|------------|
| Home Price Range                                   | Total Listings (Month) | Sales      | DOM      | Sale Price /List Price | Sell - List \$Difference | %SOLD      |
| 0-\$200,000  | 5                      | 3          | 8        | 111%                   | \$22,100                 | 60.0%      |
| \$200,001-\$300,000                                | 20                     | 10         | 5        | 113%                   | \$29,050                 | 50.0%      |
| \$300,001-\$400,000                                | 67                     | 41         | 8        | 103%                   | \$10,250                 | 61.2%      |
| \$400,001-\$500,000                                | 85                     | 37         | 8        | 104%                   | \$20,100                 | 43.5%      |
| \$500,001-\$600,000                                | 84                     | 35         | 10       | 100%                   | \$0                      | 41.7%      |
| \$600,001 and more                                 | 147                    | 61         | 8        | 100%                   | \$2,000                  | 41.5%      |
| <b>Total Activity</b>                              | <b>408</b>             | <b>187</b> | <b>8</b> | <b>102%</b>            | <b>\$10,100</b>          | <b>46%</b> |

| Monthly Changes Summary                  | Jun-16    | May-17    | Jun-17    | 7/1/2017 | Change  |
|--|-----------|-----------|-----------|----------|---------|
| Total Listings** (A,S,T,C,X)             | 480       | 384       | 408       |          | 24      |
| Active Listings                          | 220       | 185       | 135       | 190      | 55      |
| Solds                                    | 202       | 216       | 187       |          | -29     |
| Days on Market (DOM)                     | 10        | 8         | 8         |          | 0       |
| %SOLD (Sales/Listings /Mthly Rate)       | 42%       | 56%       | 46%       |          | -10%    |
| Condos (Top 50%) Home Price Index HPIp   | \$421,100 | \$496,979 | \$499,237 |          | \$2,258 |
| Condos (Lower 50%) Home Price Index HPIp | \$262,101 | \$338,197 | \$341,728 |          | \$3,531 |
| Twnhs (Top 50%) Home Price Index HPIp    | \$771,101 | \$815,555 | \$818,368 |          | \$2,813 |
| Twnhs (Lower 50%) Home Price Index HPIp  | \$400,142 | \$505,722 | \$507,101 |          | \$1,379 |

July 1 2017 Coquitlam Market Update Attached Townhomes/ Condos

**Current:** Coquitlam is a Sellers Market with average listing inventory, a **46 %SOLD** rate and a 102% Sell/List Ratio.

**Most Active Price Range:** Attached Homes between \$300,000 - \$400,000 have **61.2 %SOLD** rate.

**Least Active Price Range:** Attached Homes above \$600,000 have **41.5 %SOLD** rate.

**History:** The Coquitlam's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$78,137.

The Coquitlam's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$79,627.

The Coquitlam's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$47,267.

The Coquitlam's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$102,379.

\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** We currently have average listing inventories ~21% less than May 2016. New Listings exceed the Sales by 34 homes. We project Coquitlam Attached continuing to be a Sellers market. June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets. All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

**Analytical Methods:** The Coquitlam represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **Coquitlam HPIp Top 50%** representing the higher end sales and the **Coquitlam HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

*While buying or selling a home should definitely be a fun and exciting experience, you want to know you can deal with a person and a company you can trust. The purchase of a home is the largest purchase most people make during their lifetime. Serving Maple Ridge, Pitt Meadows and the Greater Vancouver Fraser Valley Area.*

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# Vancouver Market Reports

Statistics, on the Web!

attached homes

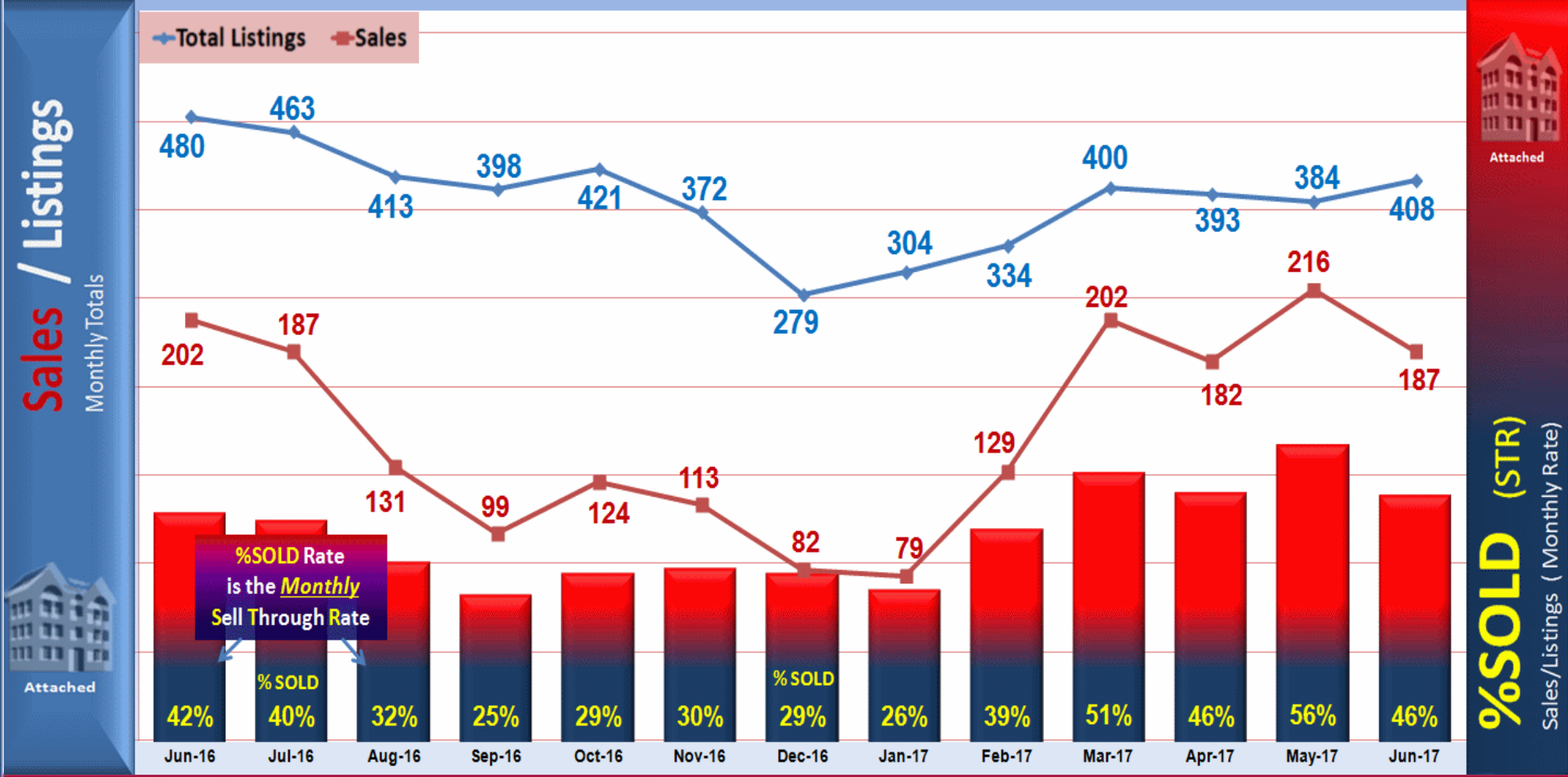
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Attached Townhomes/ Condos Coquitlam Total Listings, Sales, and %SOLD rates



Sales / Listings

Monthly Totals



Attached

%SOLD (STR)  
Sales/Listings ( Monthly Rate)

%SOLD Rate is the **Monthly Sell Through Rate**



Attached

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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Statistics, on the Web!

attached homes

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## Market Analysis and Forecasting

July 1/17 Coquitlam

Attached Coquitlam Townhouse Home Price Index HPI (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

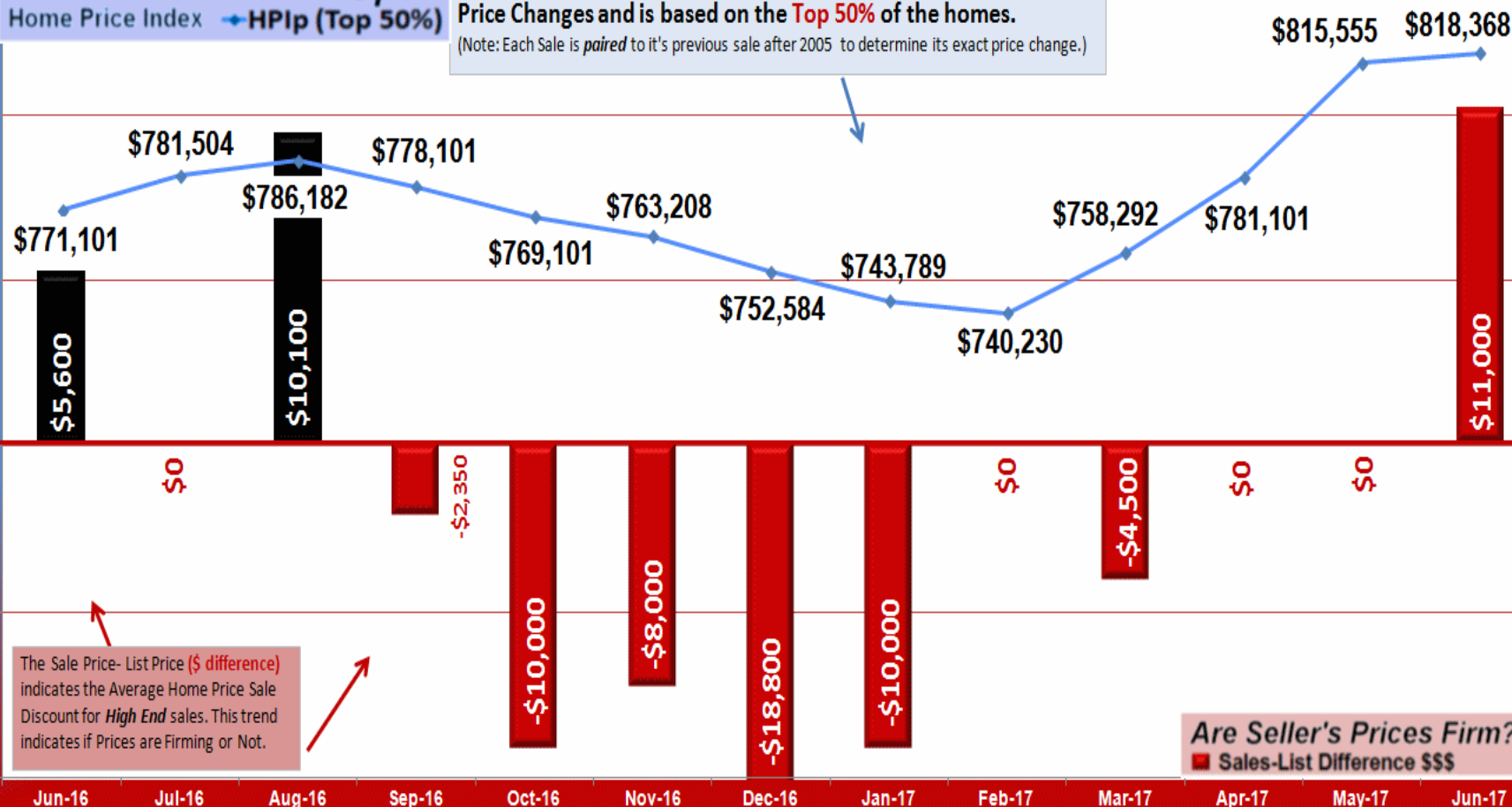
Home Price Changes  
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPI (Top 50%)

The Home Price Index HPI is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
■ Sales-List Difference \$\$\$

Sales Discount \$\$  
Sale Price - Original List Price ( \$ difference)



Townhouses



Townhouses

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attached homes

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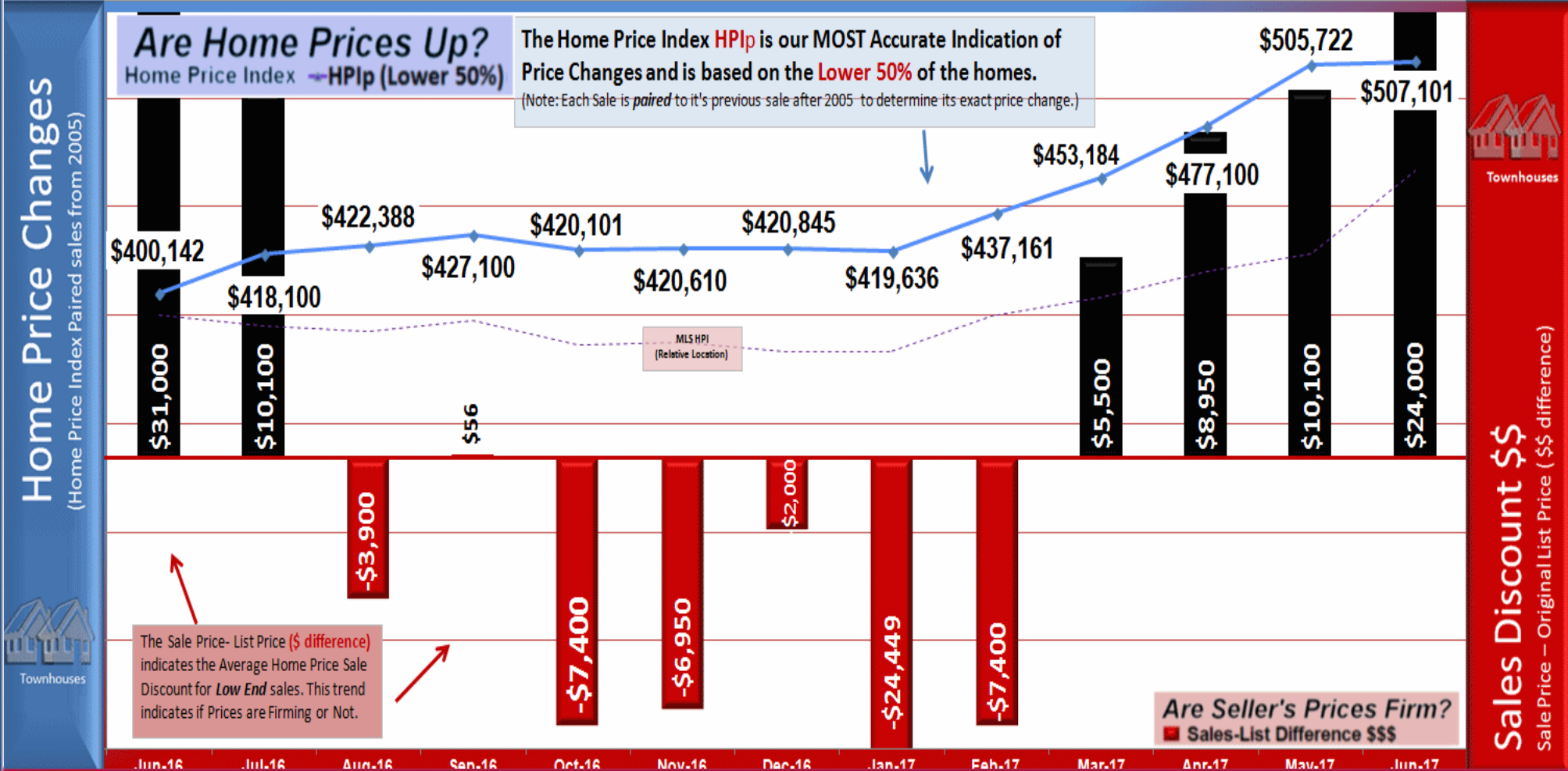
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Attached Coquitlam Townhouse Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



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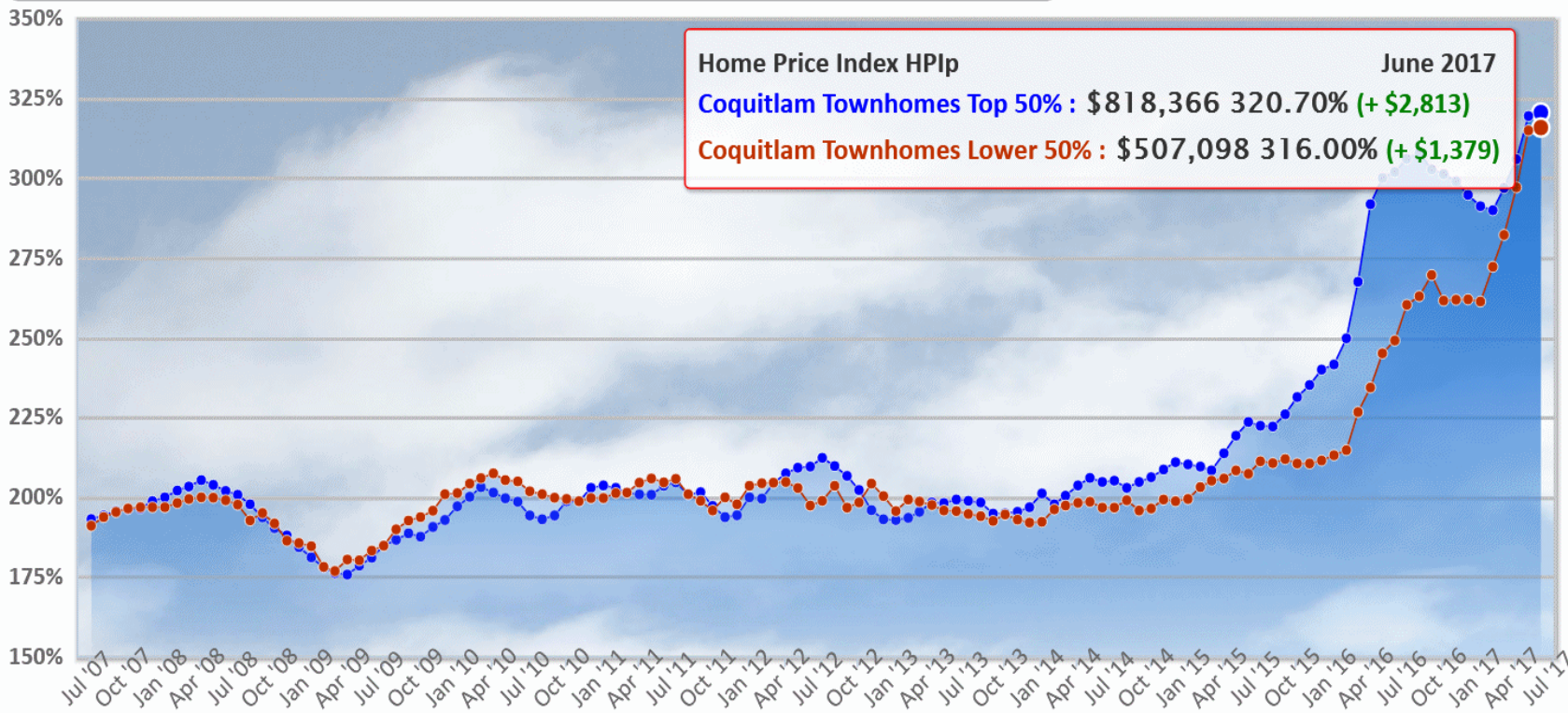
## Market Analysis and Forecasting

July 1/17 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Coquitlam Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

| Date     | Value    |
|----------|----------|
| Jun 2017 | % 320.70 |
| May 2017 | % 319.60 |
| Apr 2017 | % 306.10 |
| Mar 2017 | % 297.10 |
| Feb 2017 | % 290.10 |
| Jan 2017 | % 291.40 |
| Dec 2016 | % 294.90 |
| Nov 2016 | % 299.10 |
| Oct 2016 | % 301.40 |
| Sep 2016 | % 302.90 |
| Aug 2016 | % 308.10 |
| Jul 2016 | % 306.20 |

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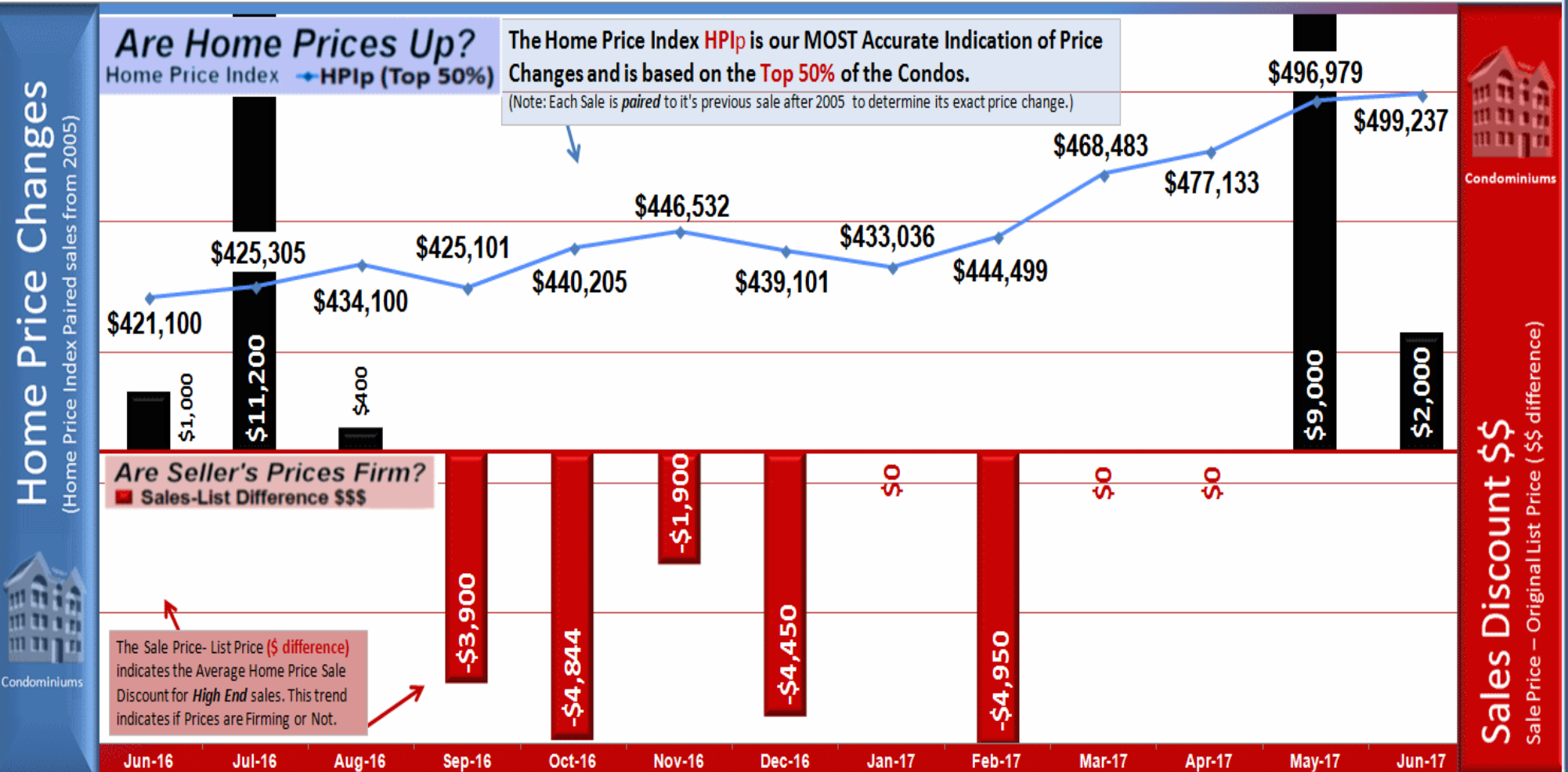
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Attached Coquitlam Condos Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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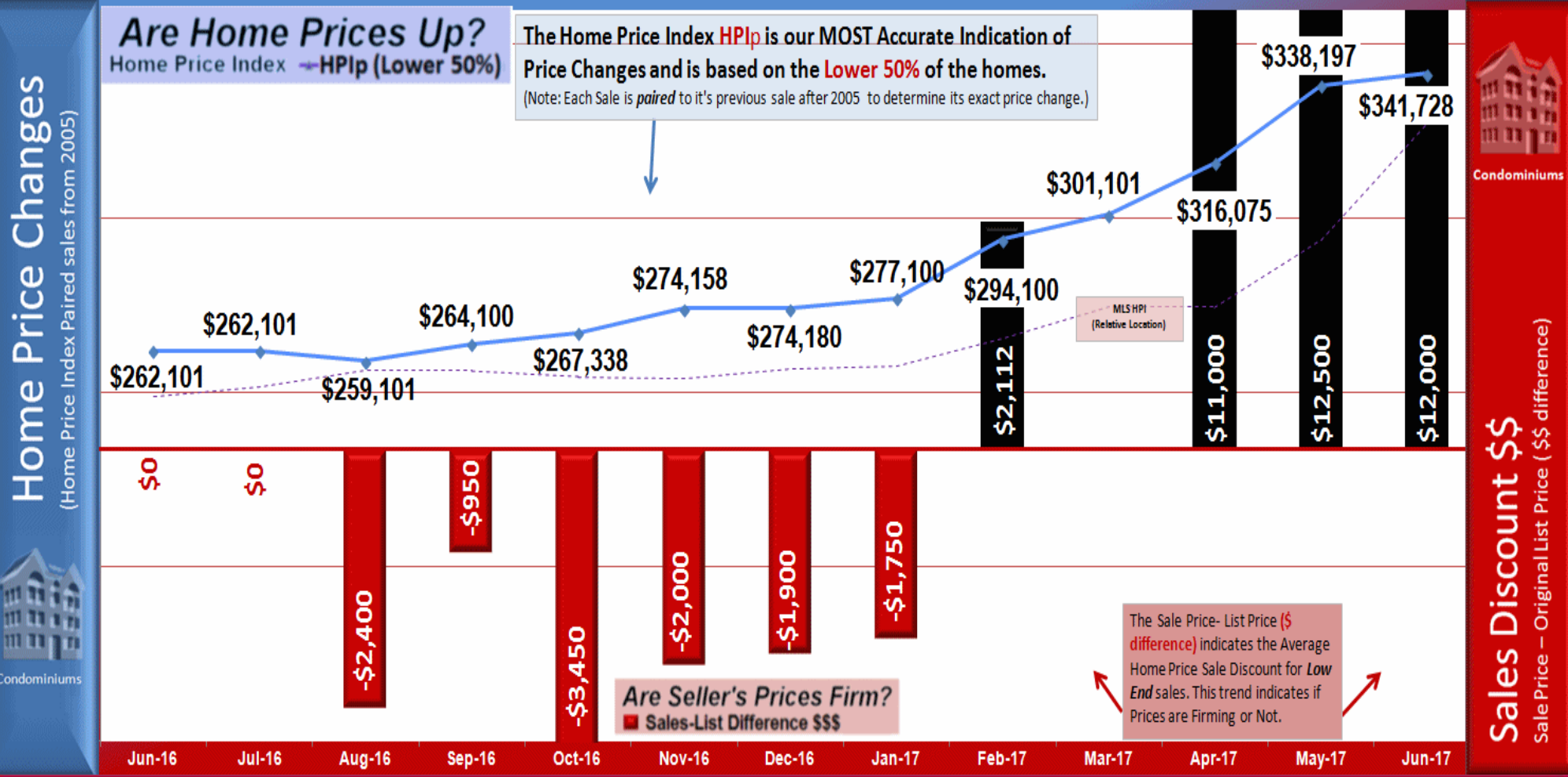
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## Market Analysis and Forecasting

July 1/17 Coquitlam

Attached Coquitlam Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

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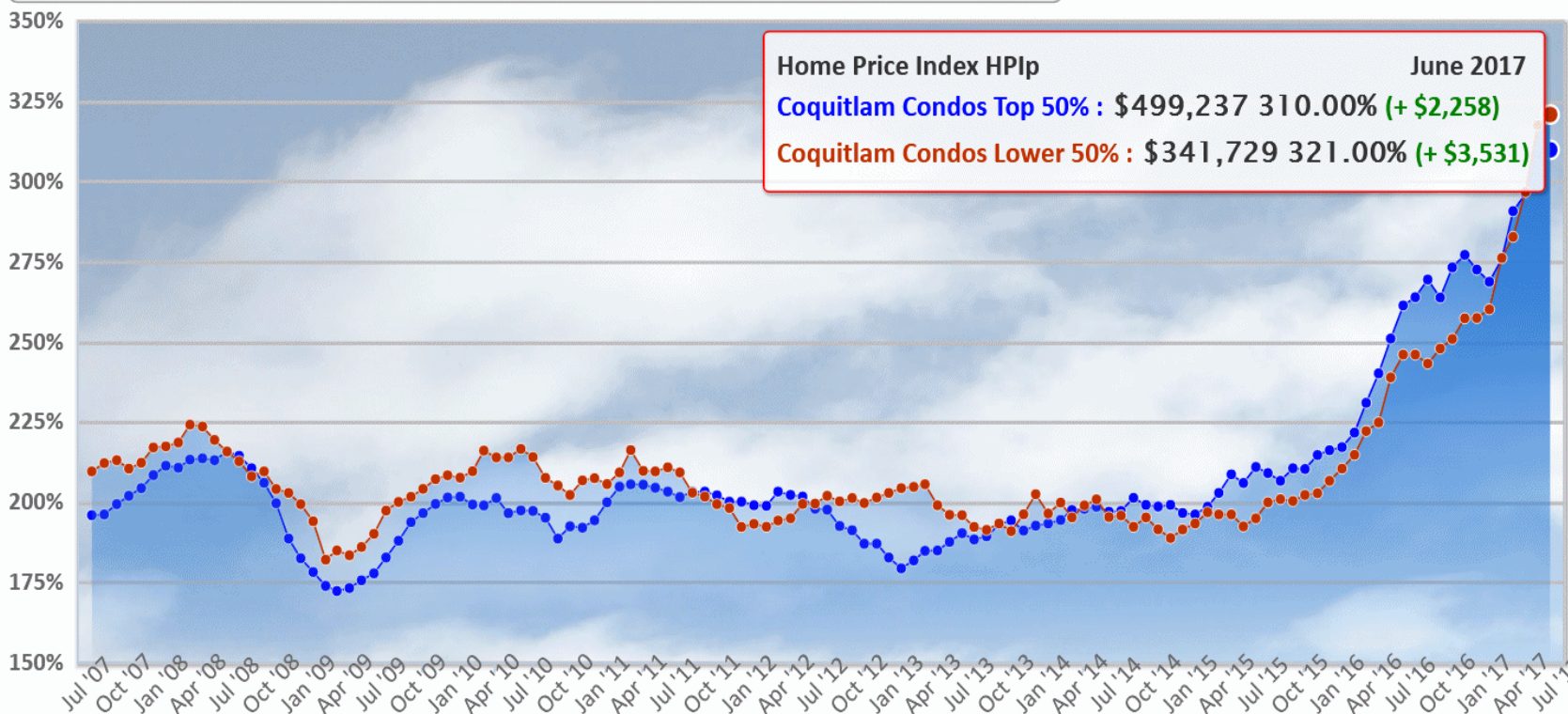
## Market Analysis and Forecasting

July 1/17 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Coquitlam Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

| Date     | Value    |
|----------|----------|
| Jun 2017 | % 310.00 |
| May 2017 | % 308.60 |
| Apr 2017 | % 296.30 |
| Mar 2017 | % 290.90 |
| Feb 2017 | % 276.00 |
| Jan 2017 | % 268.90 |
| Dec 2016 | % 272.70 |
| Nov 2016 | % 277.30 |
| Oct 2016 | % 273.40 |
| Sep 2016 | % 264.00 |
| Aug 2016 | % 269.60 |
| Jul 2016 | % 264.10 |

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## Market Analysis and Forecasting July 1/17 Maple Ridge –Pitt Mdws

| Neighbourhoods        | Total Listings (/month) | Sales      | DOM       | Sale Price /List Price | Sell - List \$Difference | %SOLD      |
|-----------------------|-------------------------|------------|-----------|------------------------|--------------------------|------------|
| Albion                | 9                       | 3          | 24        | 100%                   | \$0                      | 33.3%      |
| Cottonwood MR         | 36                      | 21         | 8         | 100%                   | \$0                      | 58.3%      |
| East Central          | 59                      | 35         | 10        | 100%                   | \$0                      | 59.3%      |
| Northwest Maple Ridg  | 6                       | 4          | 14        | 102%                   | \$14,500                 | 66.7%      |
| Silver Valley         | 8                       | 5          | 2         | 104%                   | \$20,000                 | 62.5%      |
| Southwest Maple Ridg  | 12                      | 9          | 8         | 102%                   | \$10,000                 | 75.0%      |
| Thornhill             | 0                       | 0          |           |                        |                          | 0.0%       |
| West Central          | 43                      | 21         | 8         | 102%                   | \$15,100                 | 48.8%      |
| Central Meadows       | 32                      | 19         | 5         | 100%                   | \$0                      | 59.4%      |
| Mid Meadows           | 34                      | 23         | 6         | 100%                   | \$0                      | 67.6%      |
| North Meadows         | 13                      | 5          | 10        | 99%                    | -\$4,000                 | 38.5%      |
| South Meadows         | 3                       | 3          | 8         | 108%                   | \$40,500                 | 100.0%     |
| <b>Total Activity</b> | <b>255</b>              | <b>148</b> | <b>11</b> | <b>100%</b>            | <b>\$50</b>              | <b>58%</b> |

| Home Price Range      | Total Listings (/month) | Sales      | DOM       | Sale Price /List Price | Sell - List \$Difference | %SOLD      |
|-----------------------|-------------------------|------------|-----------|------------------------|--------------------------|------------|
| 0-\$200,000           | 9                       | 5          | 10        | 100%                   | \$100                    | 55.6%      |
| \$200,001-\$300,000   | 42                      | 23         | 5         | 100%                   | \$0                      | 54.8%      |
| \$300,001-\$400,000   | 87                      | 56         | 7         | 100%                   | \$0                      | 64.4%      |
| \$400,001 and more    | 117                     | 64         | 8         | 102%                   | \$10,000                 | 54.7%      |
| <b>Total Activity</b> | <b>255</b>              | <b>148</b> | <b>11</b> | <b>100%</b>            | <b>\$50</b>              | <b>58%</b> |

| Monthly Changes Summary                  | Jun-16    | May-17    | Jun-17    | 7/1/2017 | Change   |
|--|-----------|-----------|-----------|----------|----------|
| Total Listings** (A,S,T,C,X)             | 352       | 282       | 255       |          | -27      |
| Active Listings (1st of the Month)       | 187       | 161       | 92        | 92       | 0        |
| Solds                                    | 139       | 176       | 148       |          | -28      |
| DOM                                      | 9         | 9         | 11        |          | 2        |
| %SOLD (Sales/ Listings /mntly rate)      | 39.5%     | 62.4%     | 58.0%     |          | -4.4%    |
| Condos (Upper 50%) Home Price Index HPIp | \$294,236 | \$390,158 | \$396,101 |          | \$5,943  |
| Condos (Lower 50%) Home Price Index HPIp | \$181,369 | \$237,554 | \$239,718 |          | \$2,165  |
| Twnhs (Upper 50%) Home Price Index HPIp  | \$471,796 | \$521,298 | \$547,100 |          | \$25,802 |
| Twnhs (Lower 50%) Home Price Index HPIp  | \$282,414 | \$382,101 | \$406,928 |          | \$24,827 |

### July 1 2017 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/Condos

**Current:** Maple Ridge, Pitt Meadows is a Sellers Market with Average listing inventory, a **58 %SOLD** Rate and a 100% Sell/List ratio.  
(This means an average of a \$0 discount on a sale from the original list price)

*Most Active Range:* Homes between \$300,000 - \$400,000 have **64.4 %SOLD** rate.  
*Least Active Range:* Homes above \$400,000 have **54.7 %SOLD** rate.

**History:** Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$101,865.  
Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$58,349.  
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$75,304.  
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$124,514.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The Listing Inventories are currently 21% more than May 2016. We project Ridge-Meadows Attached to be a continued Sellers market. June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price Increase of just \$8,046, which is a dramatic decrease over the \$40,337 increase that we saw in May, and is now less than the \$19,160 Average Increase in Fraser Valley Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. We continue to analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighbourhood.

NOTE: For a more accurate price change CALL US for a Personal Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

*While buying or selling a home should definitely be a fun and exciting experience, you want to know you can deal with a person and a company you can trust. The purchase of a home is the largest purchase most people make during their lifetime. Serving Maple Ridge, Pitt Meadows and the Greater Vancouver Fraser Valley Area.*

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



# Vancouver Market Reports

Statistics, on the Web!

attached homes

CALL

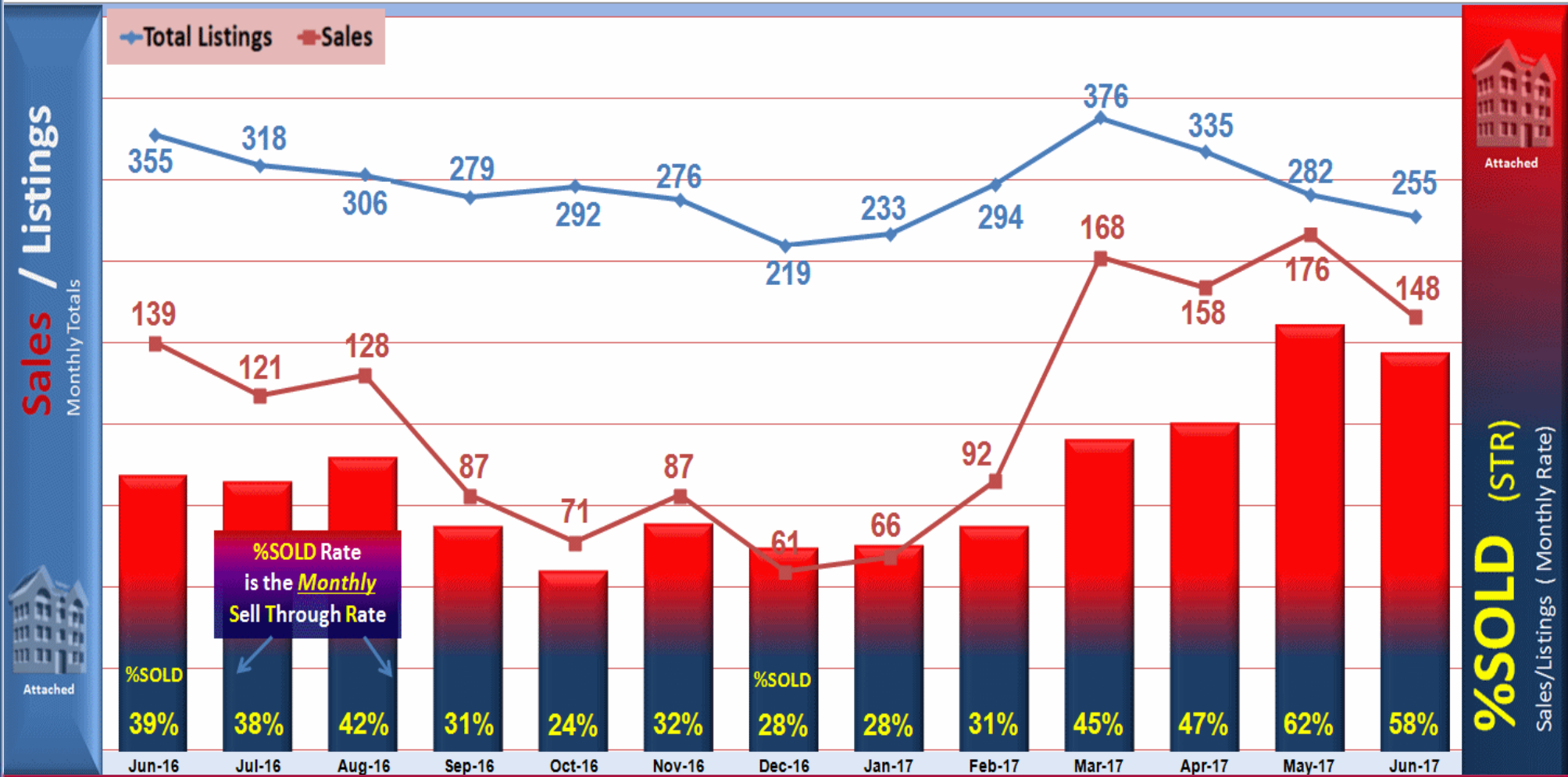
**RAJI BAINS**

778-893-7117



## Market Analysis and Forecasting July 1/17 Maple Ridge –Pitt Mdws

Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Total Listings, Sales, and %SOLD rates



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**Raji Bains**

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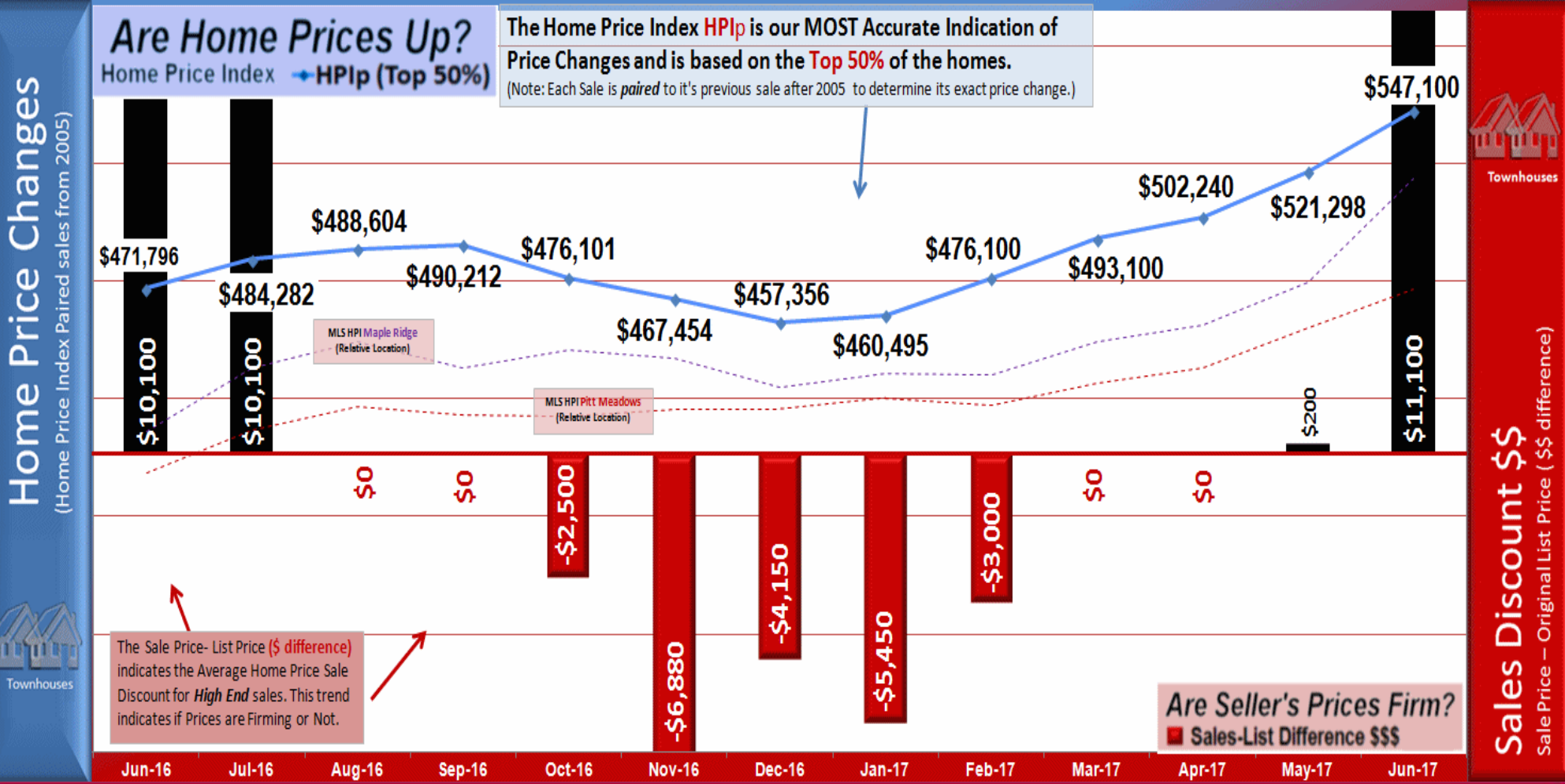
attached homes

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## Market Analysis and Forecasting July 1/17 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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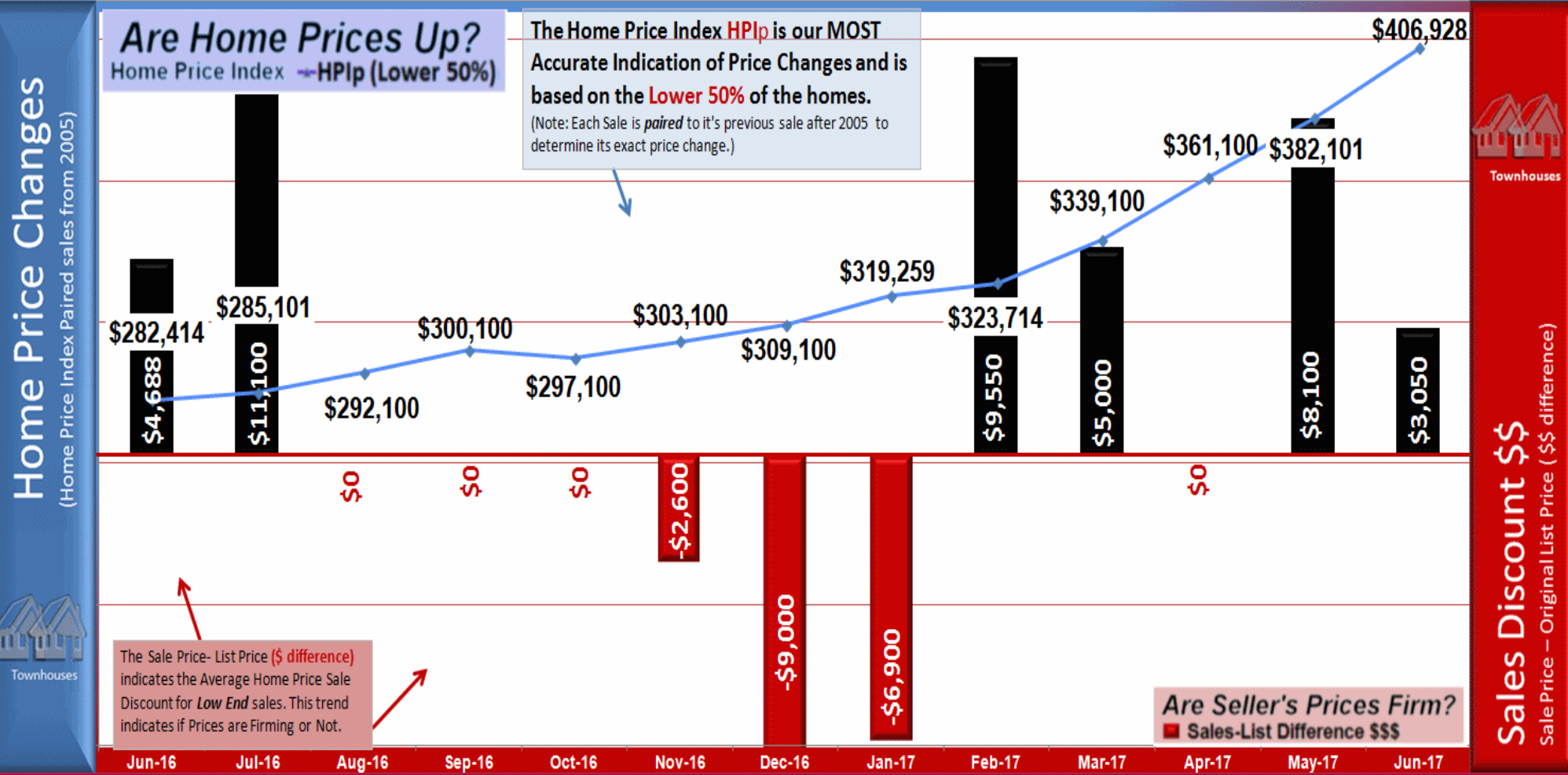
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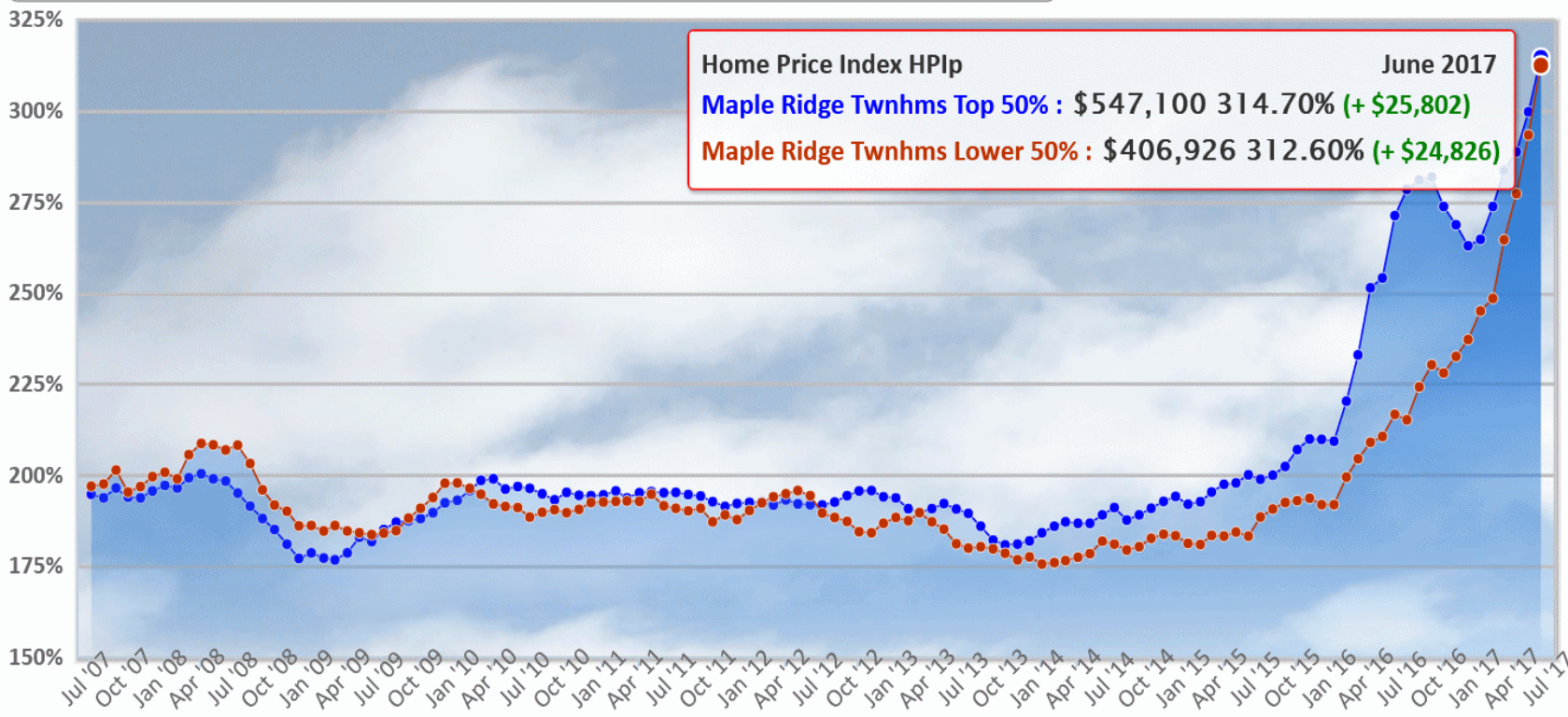


## Market Analysis and Forecasting July 1/17 Maple Ridge –Pitt Mdws

Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Maple Ridge Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

| Date     | Value    |
|----------|----------|
| Jun 2017 | % 314.70 |
| May 2017 | % 299.90 |
| Apr 2017 | % 288.90 |
| Mar 2017 | % 283.70 |
| Feb 2017 | % 273.90 |
| Jan 2017 | % 264.90 |
| Dec 2016 | % 263.10 |
| Nov 2016 | % 268.90 |
| Oct 2016 | % 273.90 |
| Sep 2016 | % 282.00 |
| Aug 2016 | % 281.10 |
| Jul 2016 | % 278.60 |

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Drag over area to ZOOM in



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Attached Maple Ridge, Pitt Meadows Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

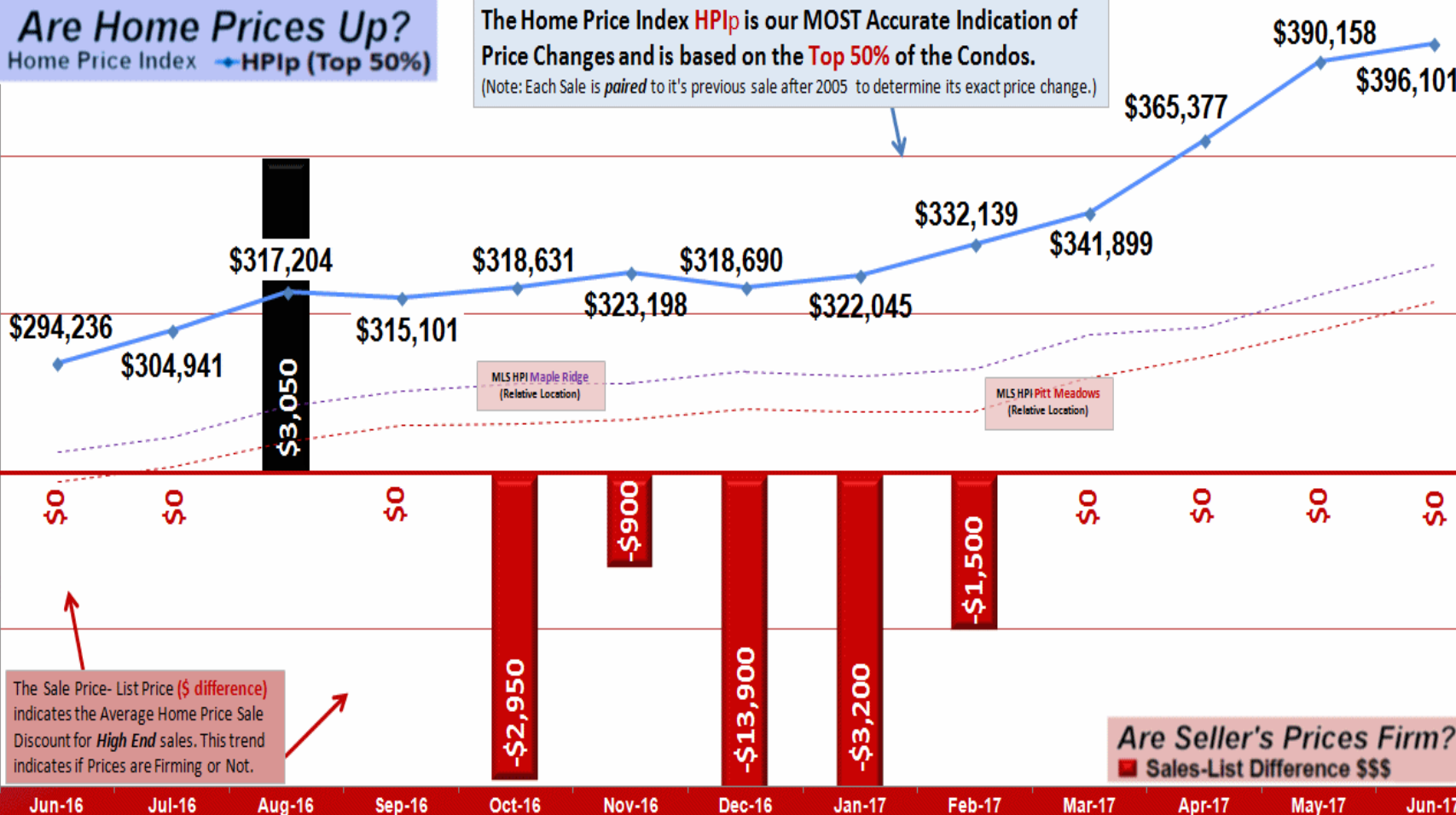


Condominiums

Sales Discount \$\$  
Sale Price – Original List Price ( \$\$ difference)

### Are Home Prices Up? Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the Condos.  
(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
■ Sales-List Difference \$\$\$

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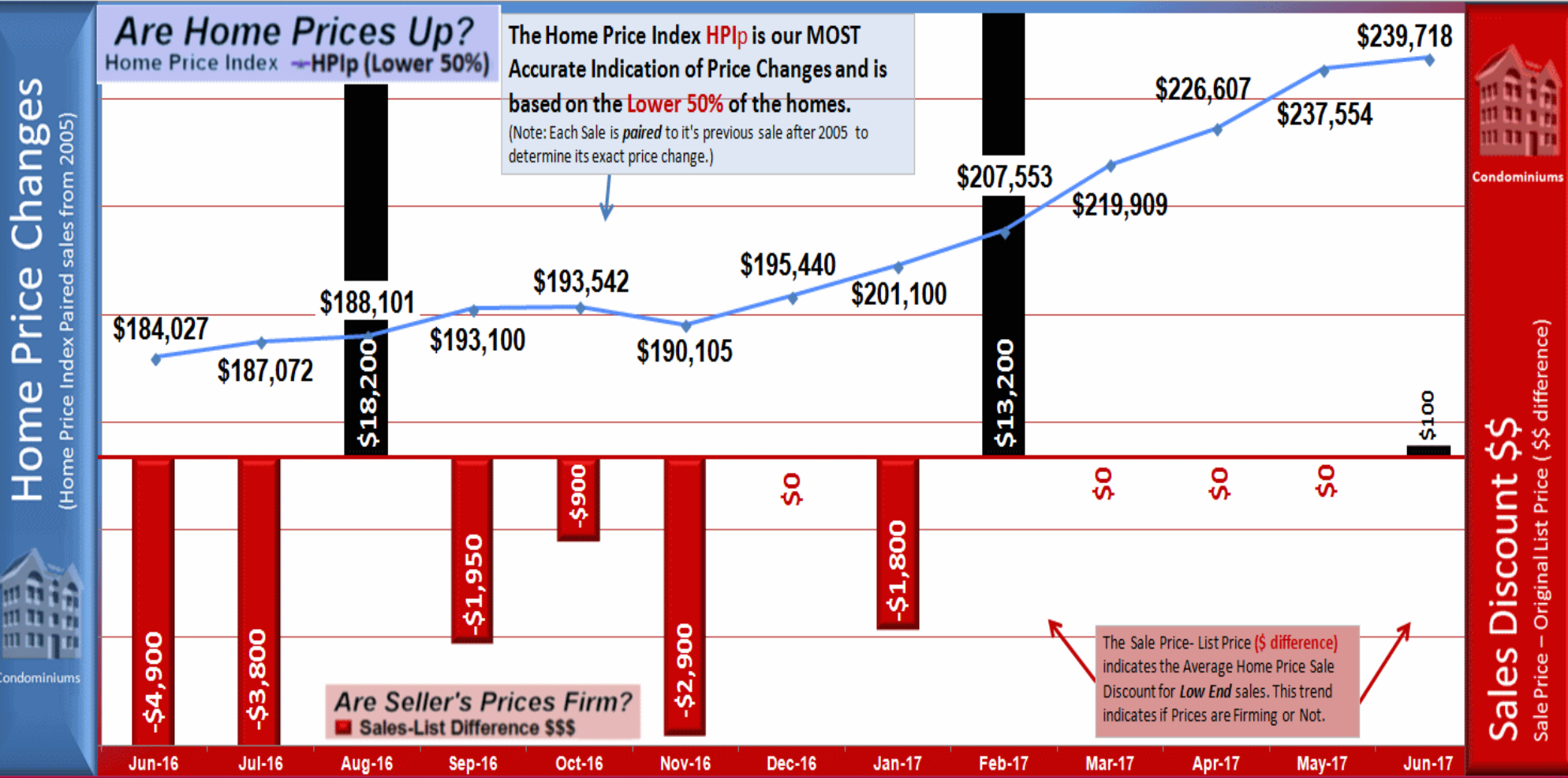
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Home Price Changes  
(Home Price Index Paired sales from 2005)



Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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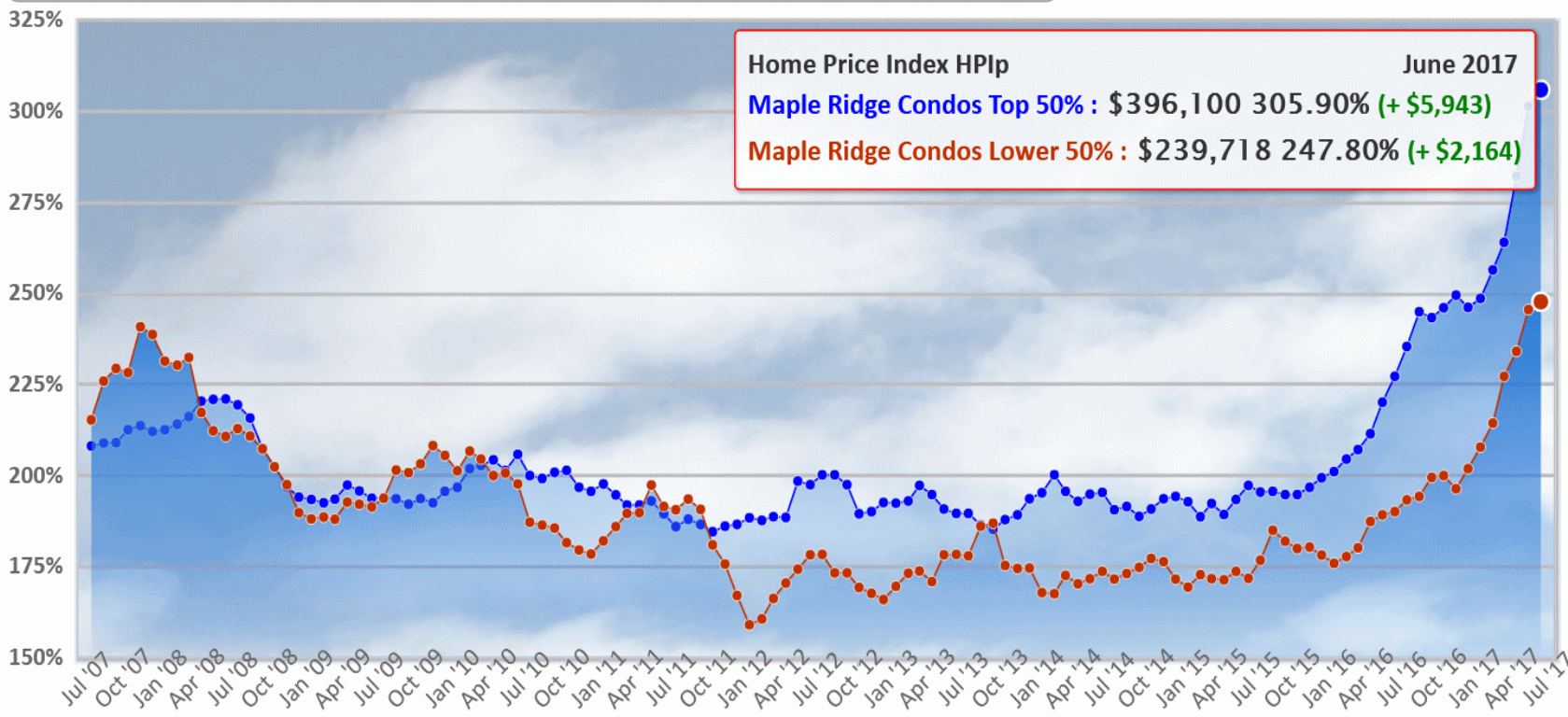


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Powered by the Greater Vancouver Market Reports HPIp



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| Nov 2016 | % 249.60 |
| Oct 2016 | % 246.10 |
| Sep 2016 | % 243.40 |
| Aug 2016 | % 245.00 |
| Jul 2016 | % 235.50 |

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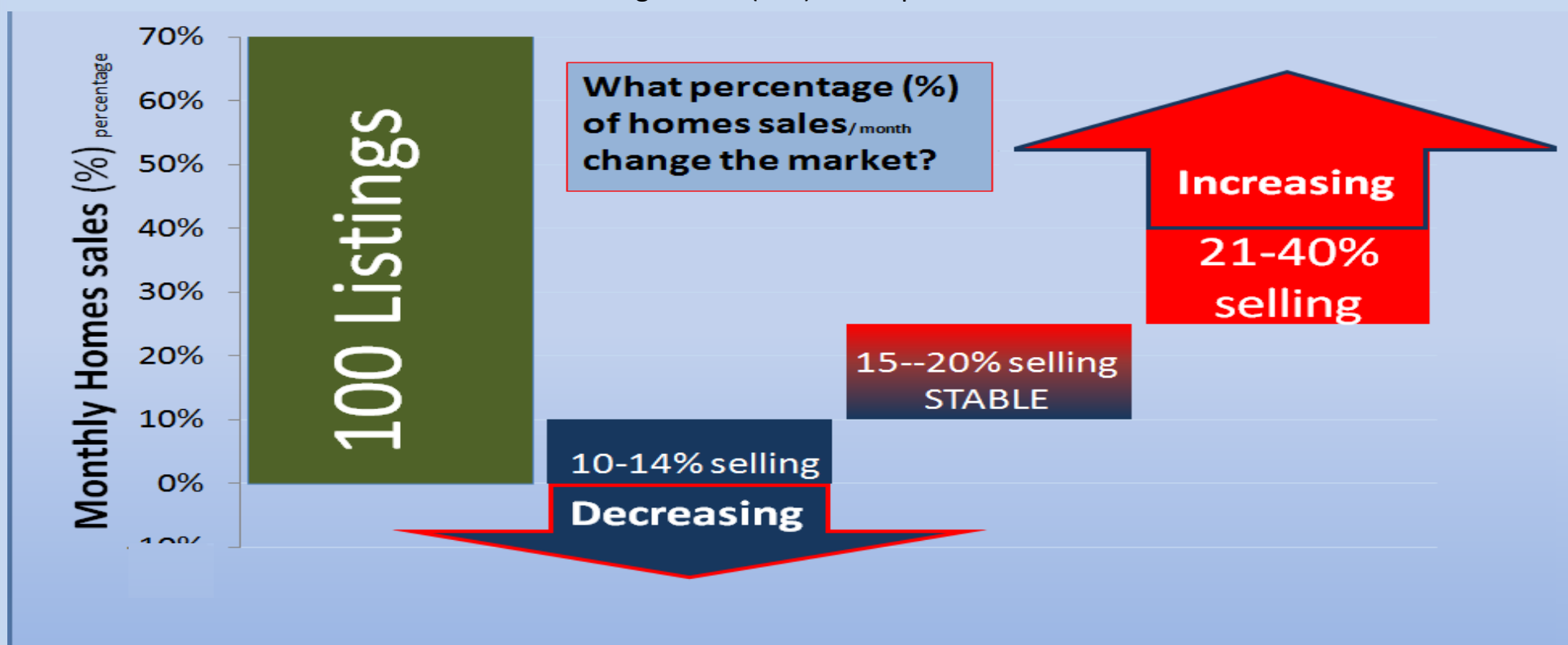
## Market Analysis and Forecasting

## Market Analysis and Forecasting

# Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates



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